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# THE AMERICAN ELEVATOR AND GRAIN TRADE

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Mitchell Brothers Publishing Co.

A MONTHLY JOURNAL DEVOTED TO THE ELEVATOR AND GRAIN INTERESTS.

One Dollar Per Annum  
SINGLE COPIES, 15 CENTS

VOL. XXXIX.

431 South Dearborn Street, Chicago, Ill., September 15, 1920

NO. 3

WE ARE PROGRESSIVE ENOUGH  
TO BE AGGRESSIVE FOR YOU

**McKENNA & DICKEY**  
Grain

60 BOARD OF TRADE

For your  
Business Sake  
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**TAYLOR & BOURNIQUE CO.**

Grain Merchants

MILWAUKEE, WISCONSIN

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Sioux City, Ia.  
Mason City, Ia.  
Des Moines, Ia.  
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Elevators

Milwaukee, Chicago and Schneider, Ind.

2,500,000 Bushels

Private Wires All Offices  
Fast and Efficient Service

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Consign to us at

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**GRASS SEEDS FIELD**

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We solicit consignments and furnish bids on Cash Grain and Provisions for all markets

**The WAGNER**

Covers all markets. Ask for the weekly or  
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Members New York Cotton Exchange  
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**LETTER**

Established 33 Years

CHICAGO

**COURTEEN SEED CO.**

Specialize in all

**GRASS AND FIELD SEEDS**

SHIPPERS. Send Samples for Bid.  
BUYERS. Ask for samples and prices.

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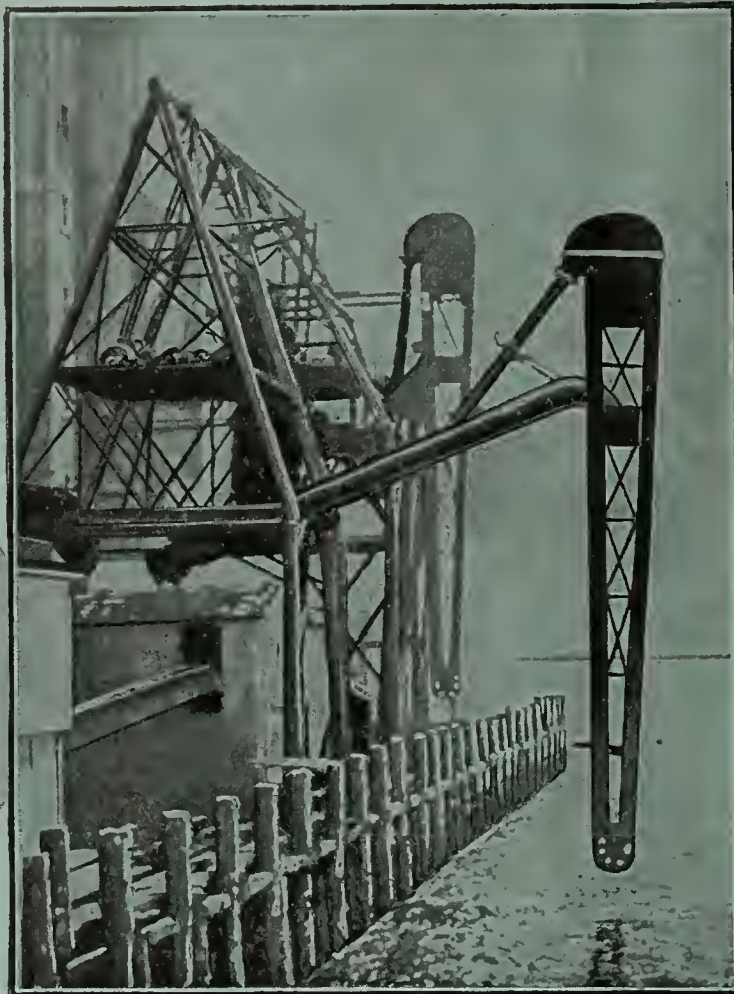
**BACHE SERVICE**

USE IT  
ON

**GRAIN AND SEEDS**

Chicago, Ill.





## Making Records Where Other Belts Have Failed

THESE things happen consistently with Diamond "Grainvey" and "Elevay" grain elevator belts.

The reason is not only because Diamond makes a superior belt, but because Diamond makes just the right belt for the particular work that must be done.

For the service illustrated above, "Elevay" is the belt par excellence. This is what one of our customers has to say about it:

"At our elevator we used your grain belt on one of our lofters for seven years, and we have another of your belts used in our lofters which is still working. We also used one of your belts on our marine leg for three years, and it handled 20,000,000 bushels of grain."

*Consult a Diamond salesman and he will give you valuable information about grain elevator belts.*

THE DIAMOND RUBBER COMPANY, Incorporated  
Akron, Ohio

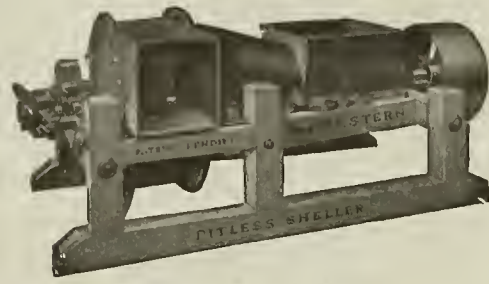
IF IT  
HAS A  
DIAMOND BRAND  
IT'S ALL  
RIGHT

# Diamond Grain Elevator Belts

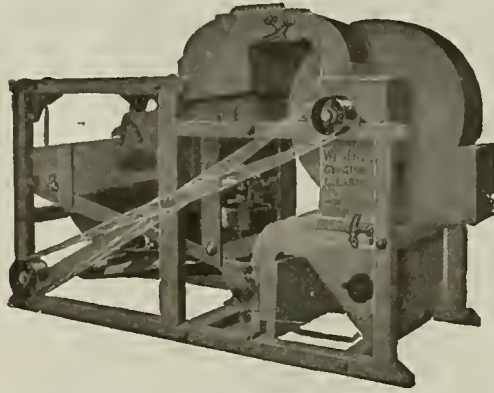




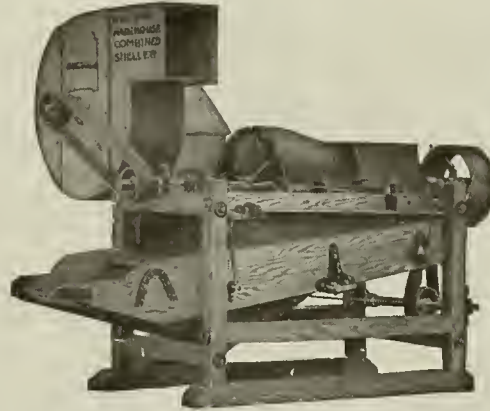
"Western" Rolling Screen Corn Cleaner



"Western" Pitless Sheller



"Western" Gyrating Cleaner



"Western" Warehouse Combined Sheller

## THE GOOD WILL OF A MACHINERY HOUSE

is established and maintained by the price and quality of the product which it manufactures and sells. Since its beginning, the Union Iron Works has put quality first, selling its goods at an honest price commensurate with service. That's how

### THE WESTERN LINE

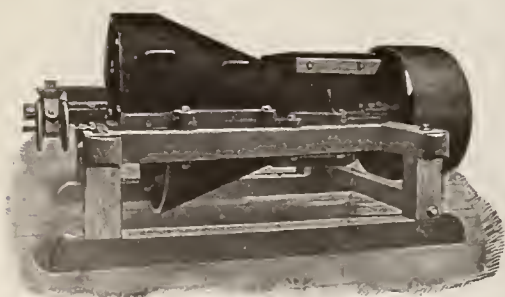
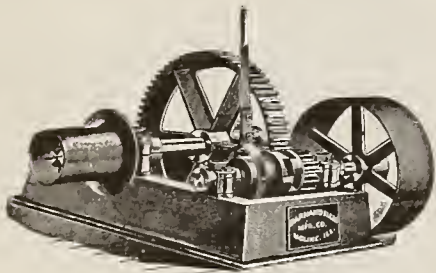
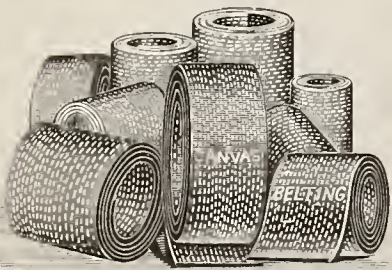
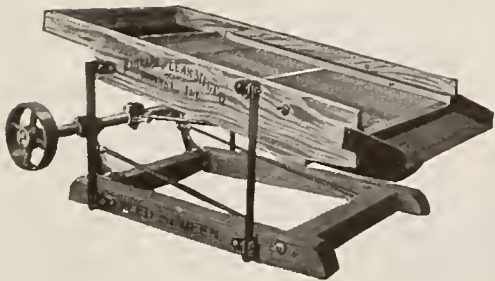
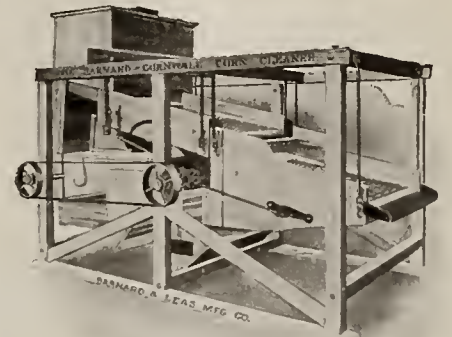
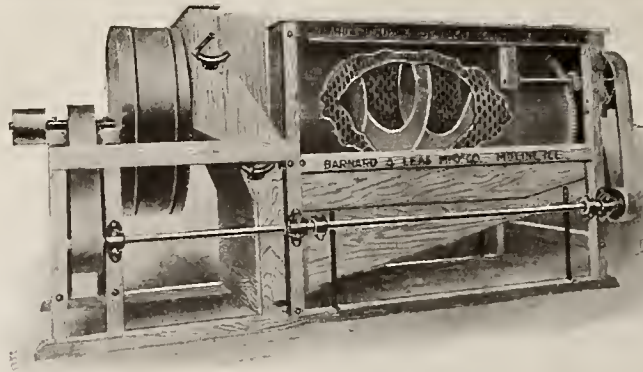
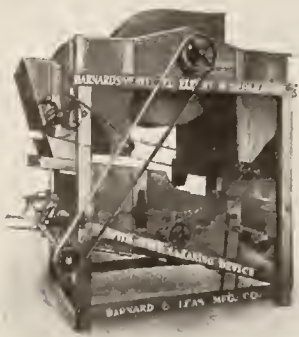
has won and maintained the good will of patrons in this and other countries. Whatever you need in the grain elevator machinery line you will find in our stock and we make a specialty of equipping new elevators complete from top to toe, or in terms of the trade, from basement to cupola

*Become today one of our trial customers.  
It's up to us to make it permanent*

**UNION IRON WORKS**  
DECATUR, ILLINOIS

*Complete Line of Shellers and Cleaners Kept at*  
1400-1402 West 12th Street KANSAS CITY, MO.





## Handle Your Grain Quickly and Profitably

BY INSTALLING

### Barnard-Moline Grain Handling Machinery

The Barnard-Moline line of grain handling machinery contains all the latest modern improvements in grain handling methods. For sixty years it has stood the test, and today is the natural leader. Construction, material and reputation for the BEST cause it to be specified by both large and small elevators and construction companies.

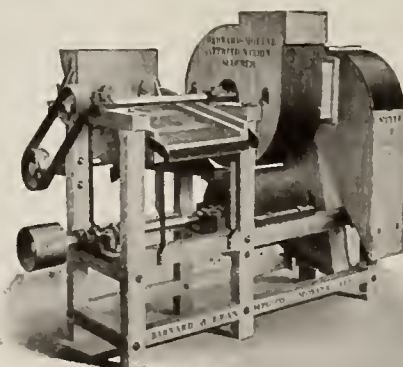
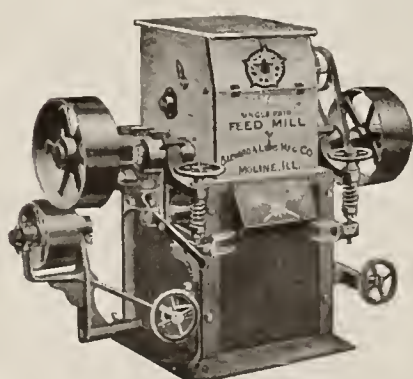
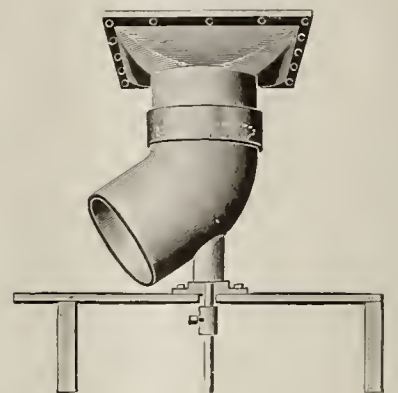
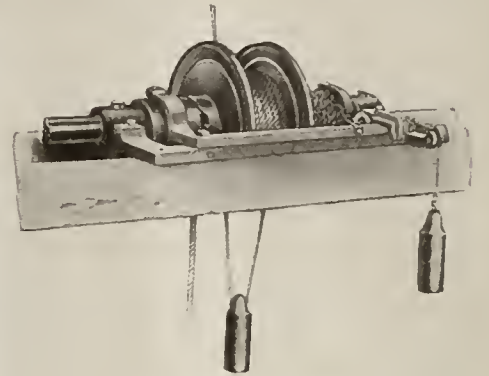
Whether your requirements are for a single machine or an entire new equipment, the old reliable Barnard-Moline line is certainly worthy of your consideration because it enables you to handle grain quickly and profitably.

*Write for Special Elevator Catalog*

## BARNARD & LEAS MFG. CO.

MILL BUILDERS AND  
MILL FURNISHERS

ESTABLISHED 1860. MOLINE, ILLINOIS, U.S.A.





# SUCRENE ADVERTISING

## National Scope Local Contact

Sucrene advertising builds business for Sucrene dealers. It exerts the power of repetition upon millions of readers every month; convincingly proclaims the uniform high quality of Sucrene Feeds to feed buyers in your own locality; stirs up old customers and creates new ones.

**"Place an order with your dealer" is the slogan in every advertisement.**

Capitalize this forceful business-getting campaign for your own benefit. Let the feed buyers in your locality know that your store is headquarters for Sucrene Feeds; that you carry a full line of these standard quality feeds and can supply their wants on short notice.

Conditions in the livestock and feed business justify high expectations for Sucrene dealers this fall and winter. Feeders **must** get better results through better feeding. Sucrene Feeds are the answer, which they all understand.

Let us hear from you at once as to your needs. We should have your order right away to insure early delivery.

### AMERICAN MILLING COMPANY

Main Office and Mills: Peoria, Illinois

Branch Offices: Philadelphia, Pa., 205 The Bourse.  
Boston, Mass., 88 Broad St., Boston 9.



#### The Sucrene Line Includes:

Sucrene Dairy Feed,  
16½% Protein  
Empire 20% Dairy  
Feed, 20% Protein  
Amco Dairy Feed, 25%  
Protein  
Sucrene Calf Meal  
Sucrene Hog Meal  
Sucrene Poultry Mash  
with Buttermilk  
Sucrene Scratch Feeds  
Sucrene Horse Feed  
with Alfalfa  
Amco Fat Maker (for  
steers)





# CINCINNATI

The Central Distributing Point for Grain and Hay



Home of the Cincinnati Grain and Hay Exchange

## A Few Reasons Why Shipments of Grain and Hay to Cincinnati Pay Best

First.—It has the "square deal" plugging system for hay.

Second.—It has reconsignment and transit privileges as well as other favorable points necessary to the most successful handling of grain or hay shipments.

Third.—As the terminal points for 200,000 miles of railways it is a convenient shipping point for the country dealer, and local buyers are enabled to distribute all products quickly and to best advantage.

Fourth.—The market embraces in its membership young, energetic, and capable grain merchants, who are at all times working indefatigably for the interest of their patrons.

*Ship your grain and hay to any of the following representative and responsible grain merchants, all members of the*

## Cincinnati Grain & Hay Exchange

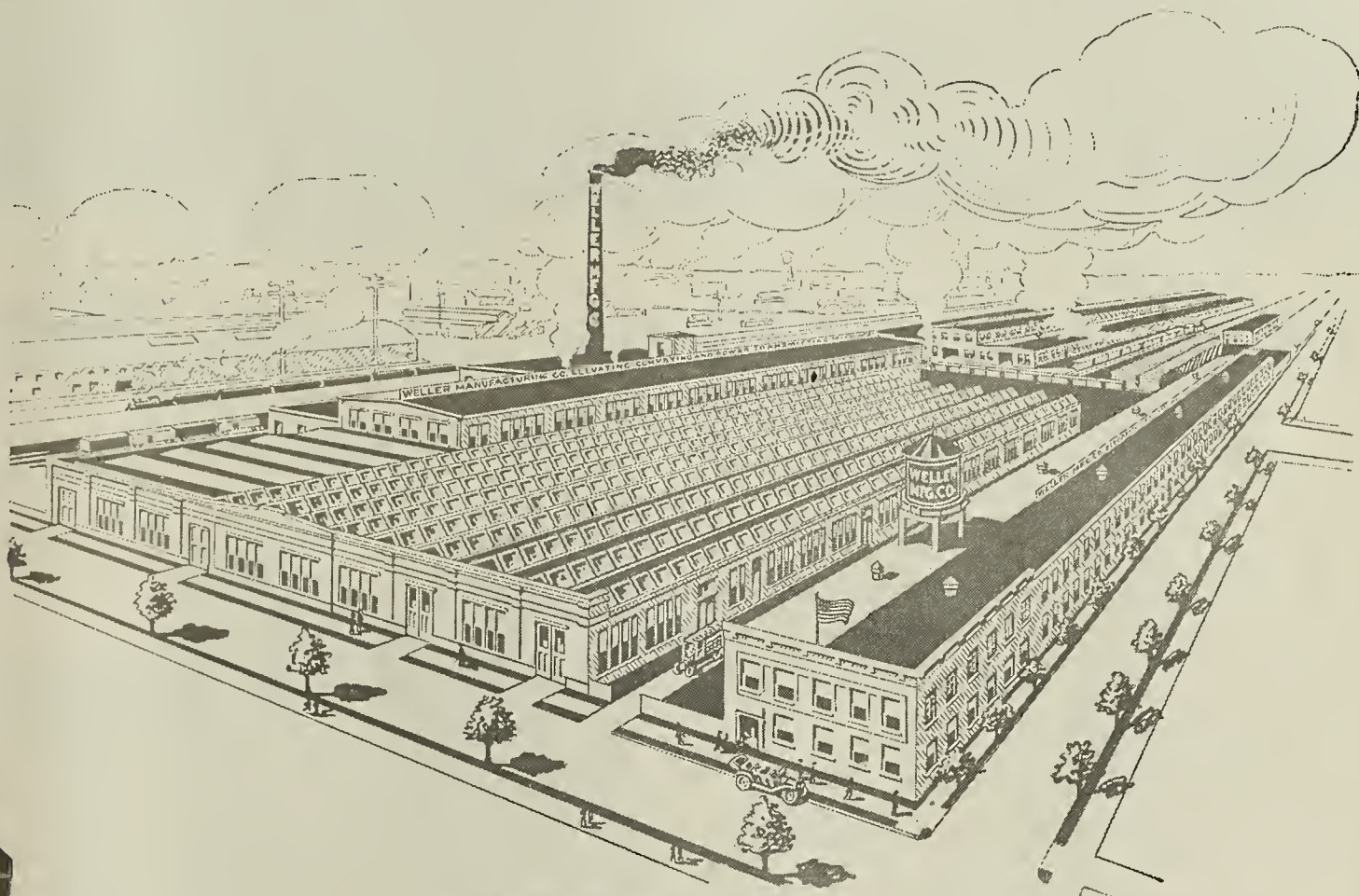
A. BENDER, Flour, Grain and Feeds  
BINGHAM-SCHOLL GRAIN CO., Grain Exclusively  
BROUSE-SKIDMORE GRAIN CO., Grain, Hay, Feed  
W. L. BROWN & CO., Grain and Hay  
COSTELLO GRAIN & HAY CO., THE JOSEPH F.,  
Hay and Grain  
THE D. O. CROSS CO., Grain, Hay, Mill Feeds  
DE MOLET GRAIN CO., Grain and Hay

DORSEL GRAIN CO., Grain and Hay  
EARLY & DANIEL CO., Hay, Grain, Feed  
FITZGERALD BROS. CO., Grain and Hay  
GALE GRAIN CO., THE A. C., Grain and Hay  
DAN B. GRANGER & CO., Hay and Grain  
MUTUAL COMMISSION COMPANY, Strictly Commission  
THE NUTRITIA COMPANY, Feeds





## MODERN GRAIN ELEVATOR EQUIPMENT



The Plant Behind the Product

### Every Elevator Should Be Equipped with Weller Continuous Grain Dryers and Coolers

Encourage the Farmer to come to your elevator and help your community by installing a Weller Continuous Grain Dryer and Cooler. Take care of the crop in off seasons when the damp, rainy, muggy weather sets in before the grain has matured. Many a farmer has been ruined and the elevator has lost money by not being properly equipped to take the moisture out of the grain.

The Weller Dryers and Coolers will do the work. They are built on scientific principles and will meet the requirements of the small country elevator or the large terminal houses and mills.

#### Gray Automatic Shut Offs for Elevators

Protect your plant against fire by equipping your elevators with Gray Automatic Shutoff. Injury from overfeeding or spout choking to motors, burned drive belts, ripped off buckets, torn off elevator belts as well as many different injuries to machinery is also prevented.

Easily installed—Inexpensive in first cost.

*Call on us for*

### ELEVATING, CONVEYING AND POWER TRANSMITTING MACHINERY

Belt Conveyors, Spiral Conveyors, Drag Conveyors, Bucket Elevators, Elevator Buckets, Elevator Distributing Spouts, Auto Truck and Wagon Dumps, Power Shovels, Car Pullers, Etc.

# WELLER MFG. CO. CHICAGO

New York

Boston

Baltimore

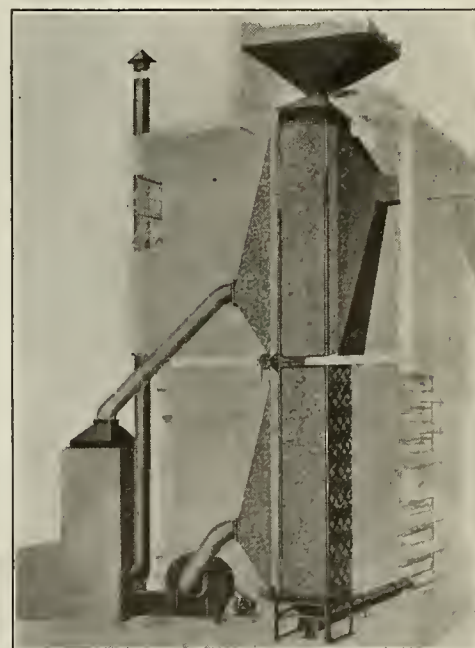
Cleveland

Pittsburgh

Salt Lake City



Grays Automatic  
Shutoff for Ele-  
vator  
Bulletin F115  
Sent on Request



Weller Continuous Grain Dryers  
Bulletin No. F101  
"Scientific Methods of Drying Grain"  
Sent on Request





## The Country Dealer Should Ship His Grain to Indianapolis

The market is centrally located.

It has the necessary railroad facilities.

It has good rebilling privileges.

It has an established record for giving the best prices on all grains.

It is the coming market for both hay and grain.

It is composed of men of ability, energy and integrity, very high in its personnel of membership, who are co-operating in every way to place and keep

## Indianapolis Market at the Top

in all things looking to the promotion of the interests of its patrons

SHIP YOUR GRAIN AND HAY TO ANY OF THE FOLLOWING  
FIRMS—ALL MEMBERS OF THE

## INDIANAPOLIS BOARD OF TRADE

BIG FOUR ELEVATOR CO., Merchandisers of Grain  
BINGHAM-HEWETT-SCHOLL CO., Grain Merchants  
BELT ELEVATOR & FEED CO., Grain Commission  
BERT A. BOYD GRAIN CO., Grain Commission  
CLEVELAND GRAIN & MILLING CO., Grain Commission  
THE EARLY & DANIEL CO., Grain Commission  
Merchants and Buyers  
WM. R. EVANS GRAIN CO., Brokers and Commission  
P. M. GALE GRAIN CO., Grain, Feed  
HEINMILLER GRAIN CO., Receivers and Shippers  
HAYWARD-RICH GRAIN CO., Commission, Brokerage  
LEW HILL GRAIN CO., Strictly Commission

H. E. KINNEY GRAIN CO., Receivers and Shippers  
LAMSON BROS. & CO., Grain, Seeds  
E. LOWITZ & CO., Grain Commission  
McCARDLE-BLACK CO., Grain Merchants  
CARL D. MENZIE GRAIN & BROKERAGE CO., Brokers  
and Grain Commission  
MERCHANTS HAY & GRAIN CO., Hay, Grain, Feed  
NATIONAL ELEVATORS, Every Branch of the Grain  
Business  
STEINHART GRAIN COMPANY, Grain Commission  
URMSTON GRAIN CO., Grain Commission  
FRANK A. WITT, Grain Commission and Brokerage





# Preston Lansing

Tile Silos and Grain Bins

## Lowest Ultimate Cost

Day in and day out, in every kind of weather, Preston-Lansing Vitri-fied Tile Storage Bins and Silos give better service. They are proof against moisture, rot, rust, rats, fire, shrinkage, sweating and extreme temperatures. They have a fine appearance and are everlasting.

With all these advantages Preston-Lansing construction actually costs you less than any other construction, figured on a yearly service basis. You do not have to reckon with repairing, painting or rebuilding. First cost is the only cost.

The patented Preston-Lansing Superior Ship-Lap Block is made of high grade vitrified clay and is practically indestructible. The heavy steel re-enforcing laid in concrete between each tier of blocks assures a sturdy strength that withstands pressure beyond all normal requirements.

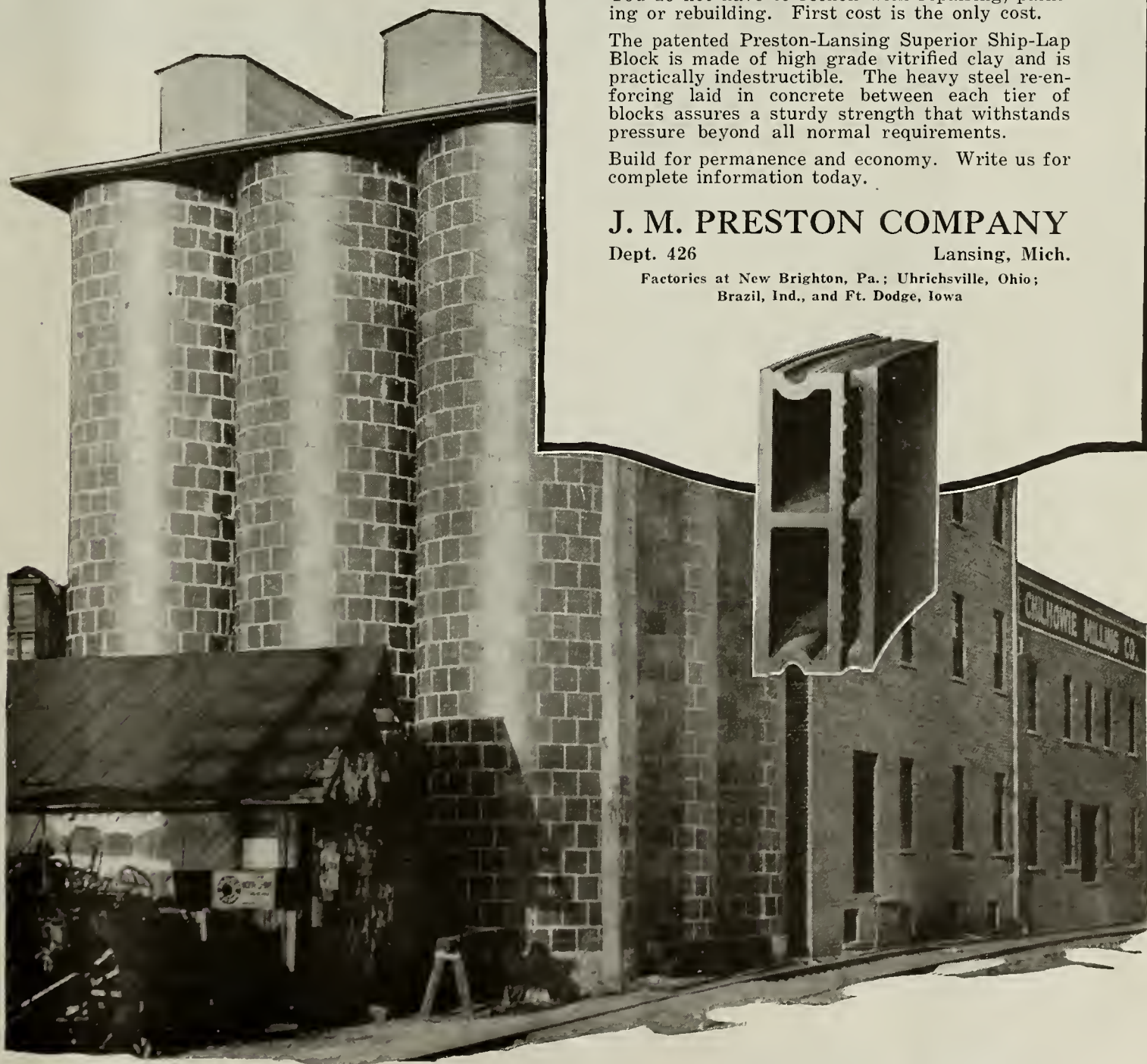
Build for permanence and economy. Write us for complete information today.

## J. M. PRESTON COMPANY

Dept. 426

Lansing, Mich.

Factories at New Brighton, Pa.; Uhrichsville, Ohio;  
Brazil, Ind., and Ft. Dodge, Iowa





# Installation of Standardized Transmission Equipment

American Milling Company Adopts Morse Chain Drives Throughout Its Plant to Insure Perfect Coordination of All Its Operations



PLANT OF THE AMERICAN MILLING COMPANY AT PEORIA, ILL.

WHEN the American Milling Company of Peoria placed the order for a new feed mill to replace the one which had just been destroyed by fire, it had years of experience to guide it in the choice of equipment. Only a short time before a new 300,000-bushel elevator had been completed. It had been planned and equipped with the greatest care, and fortunately it resisted the heat when the feed mixing plant burned, and is now a fitting companion to the new unit. The completed plant represents an investment of about \$2,000,000 and is one of the show places of Peoria.

Not only is it of interest to the casual visitor who is more impressed with size and general appearance than anything else, but it has attracted to it engineers from all parts of the country who have shown high appreciation of the "professional" features of the plant. Indeed the builders and designers can well be proud of the plant which compares favorably with any in the country. This was the desire of the American Milling Company. The firm had seen the prepared feed industry of the country develop from a rickety infant to the very large and still growing proportions of the present. It was not so very long ago that stock or poultry feeders would not even use mill feeds and millions of tons of rich wheat bran were dumped into mill streams or burned. Feeders have learned better, however, and many of them have grown to depend entirely on the various prepared feeds offered on the market.

But with this change of sentiment has come a tremendous increase in the number of feed manufacturers, and a competition which makes the production cost factor of major importance. In buying their products most feed makers are on the same basis, but in the manufacturing process there is a vast range of cost, due to the variability in the efficiency with which the plants were operated. This was the thing which was back of the minds of the executives of the American Milling Company in choosing their equipment.

While every machine was chosen only after

it had demonstrated beyond question its efficiency, particular stress was laid upon the power installation, for without power and transmission which would be constant, certain, and dependable, the great new plant, destined for such activity, would be as inert and useless as the pyramids; with no more manifestation of life than an Aztec Temple to the Sun.

In the elevator there are 22 General Electric Motors, ranging from 5 to 75 horsepower, with a total horsepower of about 550. In the feed mill there are 103 motors ranging from 1 to 75 horsepower in size and with a total of 2,050 horsepower. In this manner the power question was finally settled, for electric power in Peoria is comparatively cheap being so near the Illinois coal district.

But no less important than power is the question of transmission. A motor can turn till doomsday, and unless its bridled strength is properly transmitted to the machinery, it is as futile as a child's pinwheel, a weathercock spinning in the breeze. Above all, dependability was demanded; the transmission must not fail, for it is a serious thing to hold a \$2,000,000 plant in idleness even for a short time. So, first, the transmission had to be reliable.

But it must be economical also; the cost of upkeep must be low in proportion to the service rendered. Here was a place where the manufacturing cost could be cut, for just in such places as this does good management manifest itself.

A new science has been developed in recent years to add efficiency to manufacturing plants. Sometimes the outlay is changed without adding a single machine and savings of thousands of dollars have been effected. In new plants this science is applied in the original plans and every factory, and particularly power and power transmission, must answer the question: Can you say money for the plant? in the affirmative.

To meet all these requirements Morse Silent Chain Drives, made by the Morse Chain Company of Ithaca, N. Y., were selected, and for as long as the plant operates, its transmission problems are solved. Except on a few machines which have direct-connected motor, it is the silent chain which transmits the power to the place where it is needed.

And those noiseless belts of steel are having much to do. A notable record was made by the elevator in 1918, when more than 1,000,000 bushels of oats were sacked for the War Department. At the present time it is handling thousands of bushels of grain daily in its double capacity as a grain shipping plant and as storage for the feed mixing plant. This latter unit has hardly had time as yet to establish a record.

But where machinery is used whose potential service is known by matured experience it is not necessary to operate a plant to tell what it can do. An engineer can plan his equipment and layout and tell almost to a pound just what the performance will be. Manufacturing has been put upon the plane of exact science, especially in plants like a feed mill where the entire process is mechanical from the time the grain and other ingredients enter the mill until it is ready to be sacked for shipment.

The ordinary course of a day's run, however, tests the value of this transmission service in the feed mill. Sucrene mixed feeds for livestock and poultry are being turned out at the rate of 1,000 tons daily, and the number of operations in the plant to accomplish this are legion. A great variety of grain and other products are used in the feeds. Each has to be delivered to its appointed place at an exact time and in measured quantity. And each of the finished products has to be measured, sacked and stored or loaded out. The success of the mill's operation depends on perfect coordination of its parts. This is part of the work of the Morse

Chains, and it was because of their perfect functioning in this respect that they were adopted so extensively by the American Milling Company.

—Advertisement.

## MORSE CHAIN CO.

ITHACA, N. Y.

Engineering Sales Offices in Principal Cities



# E. B. CONOVER GRAIN CO.

operators of the  
**Conover-McHenry Elevator**

Peoria's new up-to-date  
rapid handling elevator



## Grain Receivers and Shippers

*Our experienced service gives  
assurance of satisfied patrons*

Members  
Chicago Board of Trade  
St. Louis Merchants  
Exchange  
Peoria Board of Trade  
Grain Dealers National  
Association

GENERAL OFFICES  
**SPRINGFIELD, ILL.**

BRANCH OFFICES  
JACKSONVILLE, ILL.  
BLOOMINGTON, ILL.  
DECATUR, ILL.  
CLINTON, ILL.  
LINCOLN, ILL.  
PEORIA, ILL.



Established 1885

# McCarthy Brothers Company



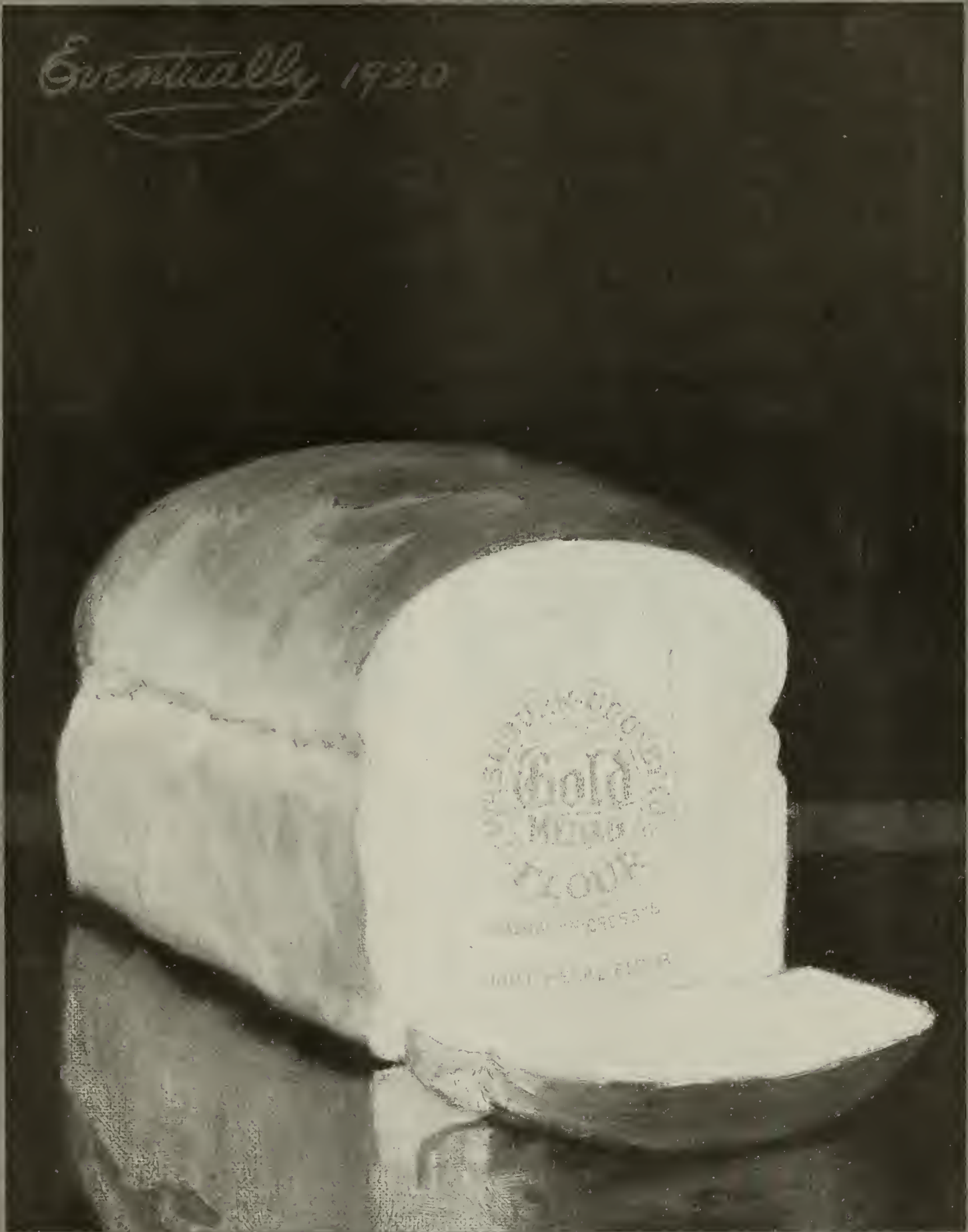
EXTENDS you a cordial invitation to make their Minneapolis Office your headquarters while attending the National Grain Dealers' Convention in Minneapolis, October 11th, 12th and 13th.



## Members:

Minneapolis,  
Duluth,  
Chicago,  
Milwaukee,  
Winnipeg,  
Sioux Falls.





*A Perfect Loaf Reflects a Perfect Flour*



Behind every effect is a cause.

Back of every perfect achievement is a reason.

In the perfect loaf of bread the economical and the efficient can see the flour of perfect whiteness, fineness and absorption—the flour that stands every test always—**GOLD MEDAL FLOUR**



## *Welcome to Our City*



OPERATING thru the  
Monarch and Republic  
elevators with a combined  
capacity of 3,000,000  
bushels.

THE PEAVEY COMPANY  
MINNEAPOLIS, - - - MINN.

H. G. DICKEY, President  
A. T. MASTERS, Secretary





SHIPPERS of milling wheat  
a specialty and Shippers of  
corn, oats, rye and barley—  
domestic and import.



*Wire Us Collect for Samples and Prices*



## SHEFFIELD ELEVATOR COMPANY

900 Flour Exchange, Minneapolis, Minn.

B. B. SHEFFIELD, President  
S. L. COBB, Sec'y and Mgr.  
J. A. GOULD, Asst. Mgr.



# Receivers - Shippers

Wheat, Oats, Rye and Barley  
for Export or Domestic trade

*Wire for Samples*

## INTERNATIONAL GRAIN CO.



Operators of 3,000,000 bushels Terminal Storage

YOU will be welcome at our office  
any time. Do not fail to pay us  
a visit while in Minneapolis for the  
Annual Convention of the Grain  
Dealers National Association.

Flour Exchange, Minneapolis, Minn.



# UNION TERMINAL ELEVATOR CO.

Chamber of Commerce - Minneapolis



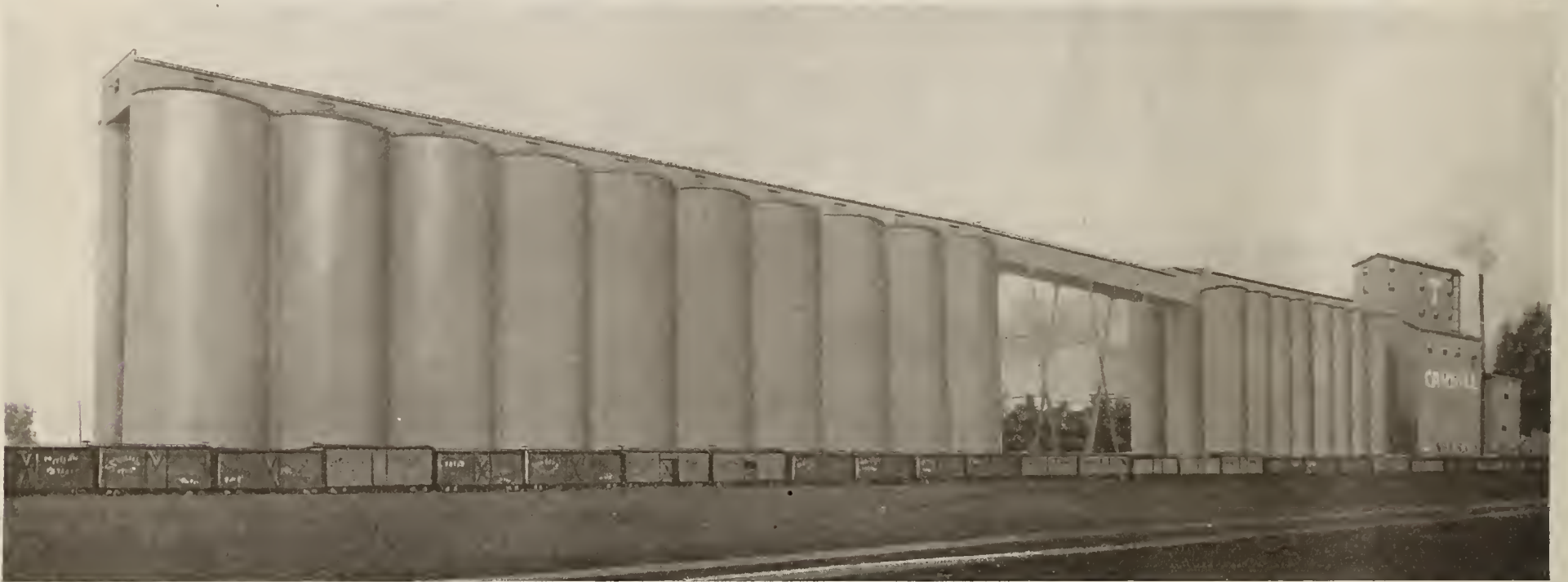
*Specialists in*

Choice Milling Wheat,  
Oats, Rye, Barley, Screenings, etc.

**MILLFEEDS**

Spring and Winter Millfeeds, Bran,  
Middlings, Flour Middlings,  
Rye Feed, Brown Shorts, Grey Shorts,  
and Red Dog Flour





Trade With  
**CARGILL**

You Can't Do Better

MINNEAPOLIS

Duluth      :-:      Milwaukee



*Convention Headquarters*  
**HOTEL WEST**

THE BIG HOTEL OF MINNEAPOLIS

**Rates**

**\$2.00 and up without bath.**

**\$2.50 and up with bath.**

**Splendid cafe in connection.**

**C. J. H. WEINKE, Manager**

*One of America's  
Great Hotels*

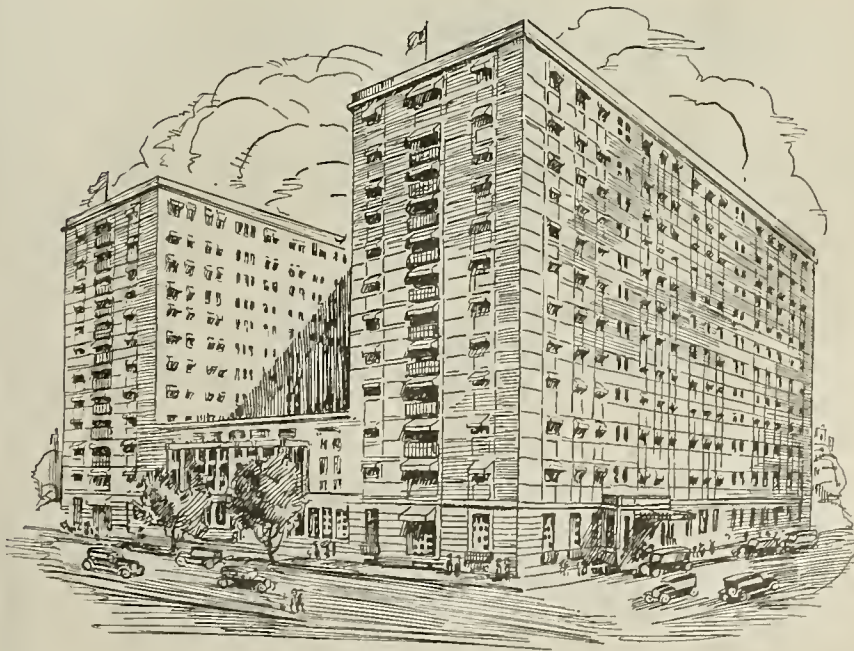
AT "THE CURTIS" one will find the mammoth Lobbies and Restaurants to be Veritable Gardens of Flowers, Birds and Gay Good Natured Life, yet the prices at this big Hotel will be found surprisingly moderate.

Grain men who contemplate visiting Minneapolis for the Grain Dealers' National Association Convention will be assured every courtesy at this Hotel, and are requested to make reservations for rooms at this time.

**The Curtis Hotel**

Minneapolis, Minnesota

*All Outside Rooms and  
Every Room with Private Bath*





# MARFIELD GRAIN CO.

*RECEIVERS & SHIPPERS*  
*ALL KINDS GRAIN*

Fireproof Terminal Elevator and Storage

MINNEAPOLIS, MINN.

## Chas. E. Lewis and Co.

ESTABLISHED 1888

GRAIN COMMISSION  
and  
STOCK BROKERS

MAIN OFFICE

Lewis Building  
2nd Ave. So. at 6th St.

MINNEAPOLIS

Members: New York Stock Exchange  
New York Cotton Exchange  
All Grain Exchanges

## Cereal Grading Company

612 Chamber of Commerce Minneapolis, Minn.

We hope you will attend the Grain Dealers National Convention at Minneapolis, October 11th, 12th, and 13th, and call and see us while you are here. We assemble, clean and sell all kinds of grain. We are also Receivers so that if you are in the grain business at all we should have something to interest you.

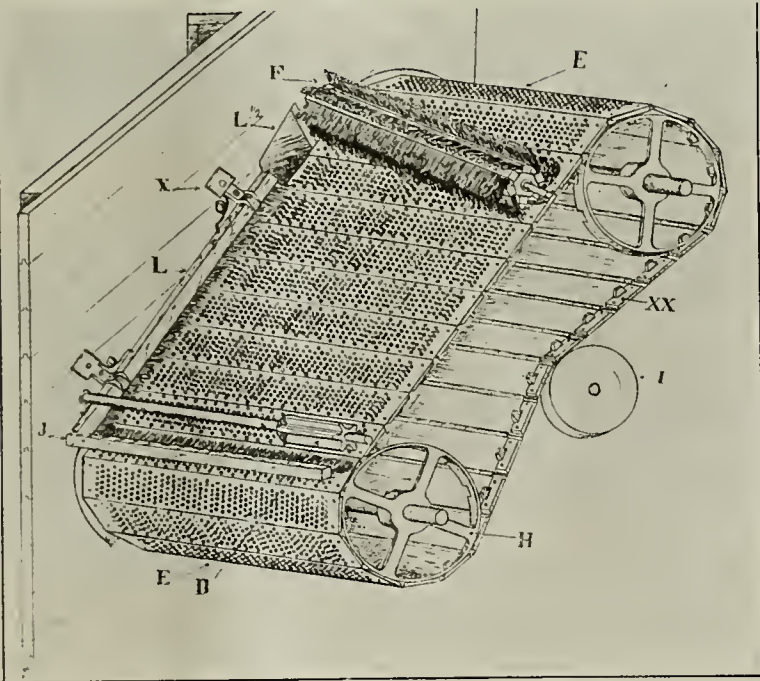
Our President, W. T. Fraser, is Chairman of the Entertainment Committee whose principal duty we believe is to provide a banquet for the visiting grain men, so we can assure you of at least one square meal while you are in the city.



WHILE AT THE CONVENTION OCT. 11 TO 13, WE WILL  
BE PLEASED TO HAVE YOU CALL ON US

**W. C. MITCHELL CO.**

1100-1106 Flour Exchange  
MINNEAPOLIS, MINN.



The Richardson Oat Separator Principle of indented traveling aprons, with revolving brushes, is mechanically correct for making the most perfect separation of **OATS FROM WHEAT** with one operation. The wheat will lodge in the indented pockets. The brushes get the oats and barley. Over 3600 in use.

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We have a new 55,000-bushel Concrete Elevator with twelve storage bins; also a new Fire Proof FLOUR and FEED MILL and SEED HOUSE. Our WARE-ROOM is also Fire Proof and has a capacity of from 40 to 50 cars.

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This is a real opportunity, so do not inquire unless you mean business. EVERYTHING OPEN FOR INVESTIGATION.

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**AMERICAN ELEVATOR AND GRAIN TRADE**  
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Compiled for use of **GRAIN AND MILLING TRADES**

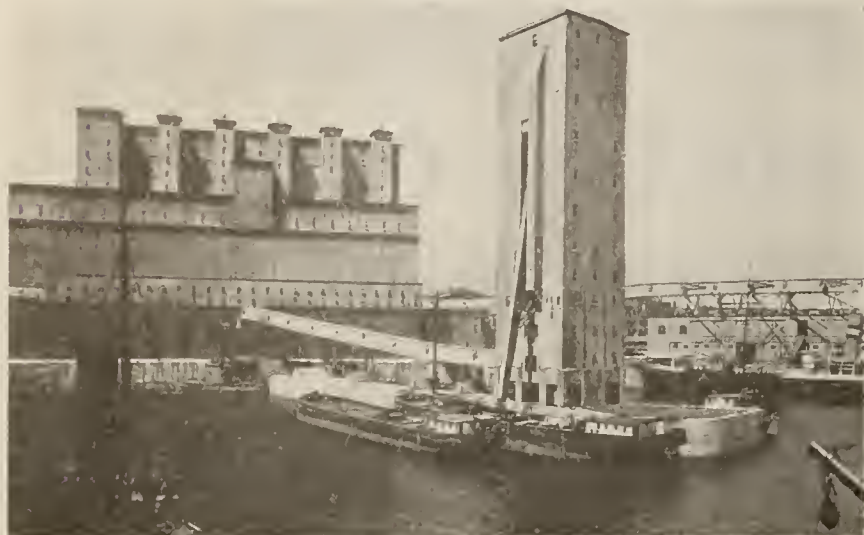
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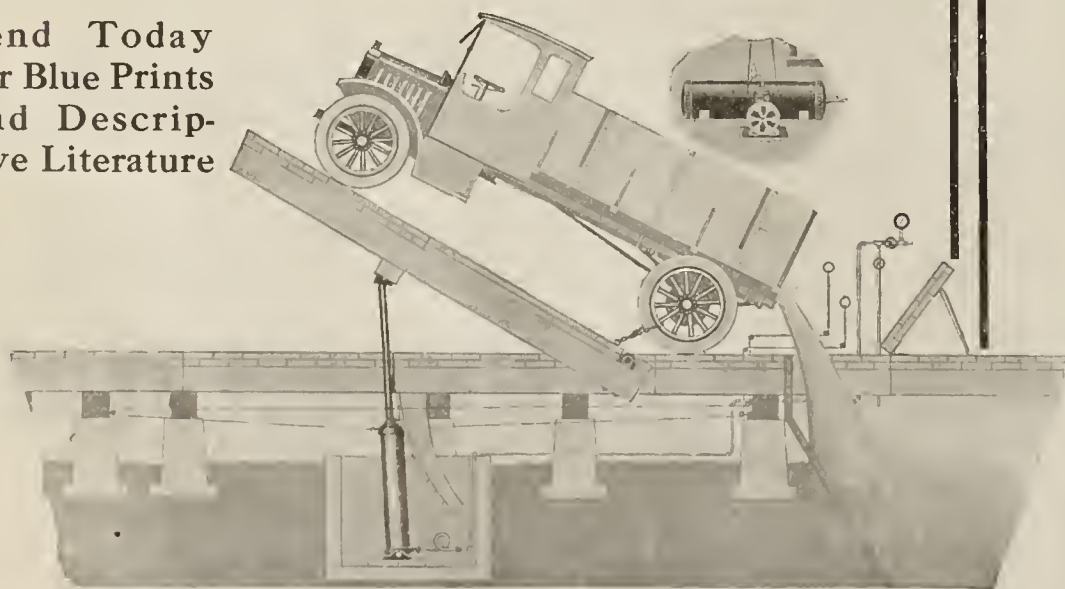
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Factories-Tiffin, O. and Chicago - Sales Offices in Principal Cities

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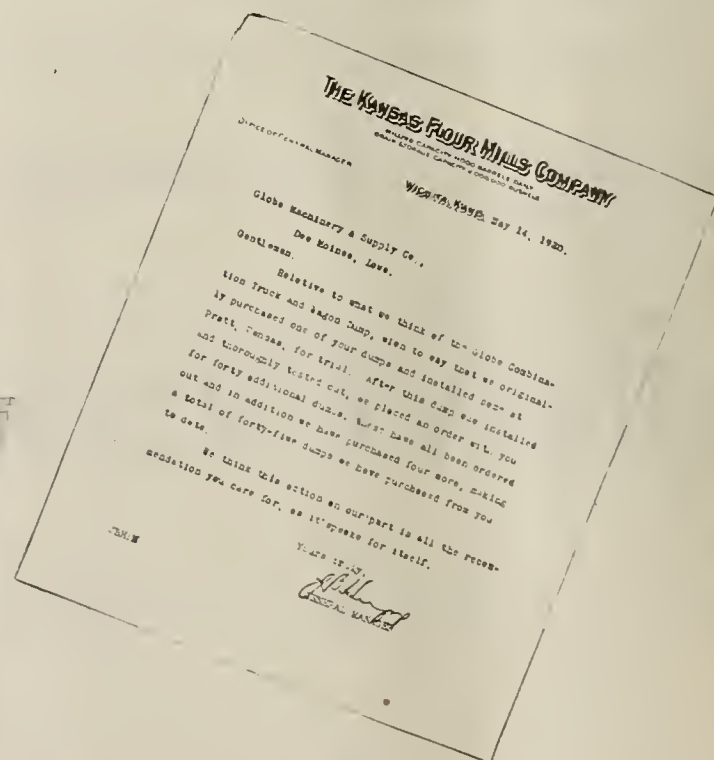
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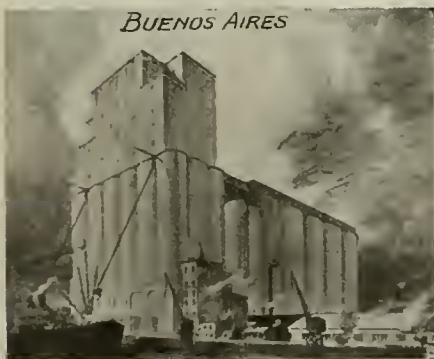
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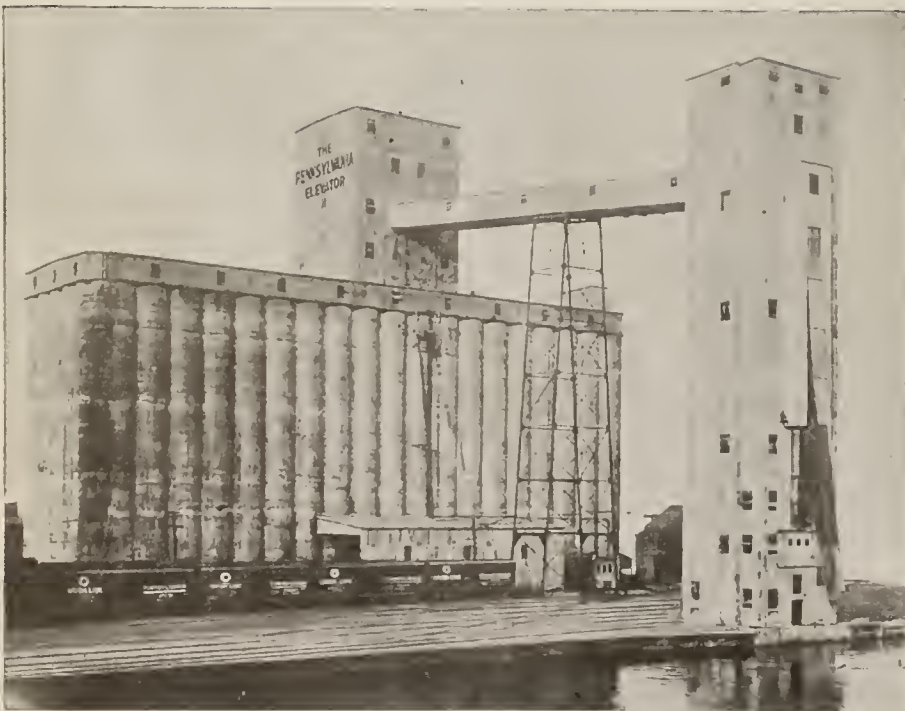
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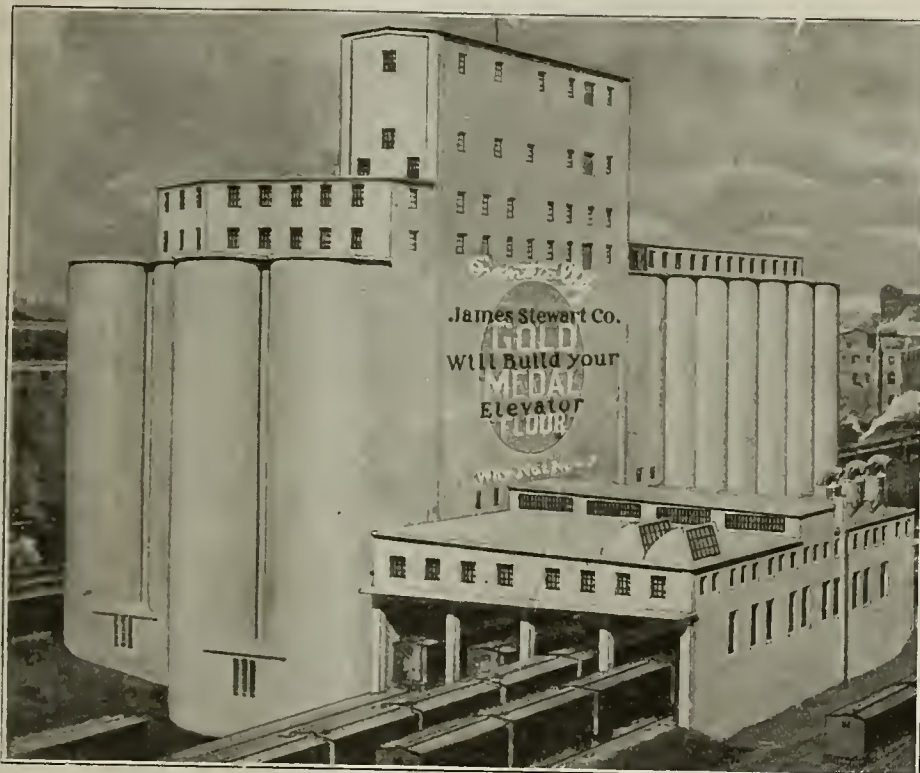




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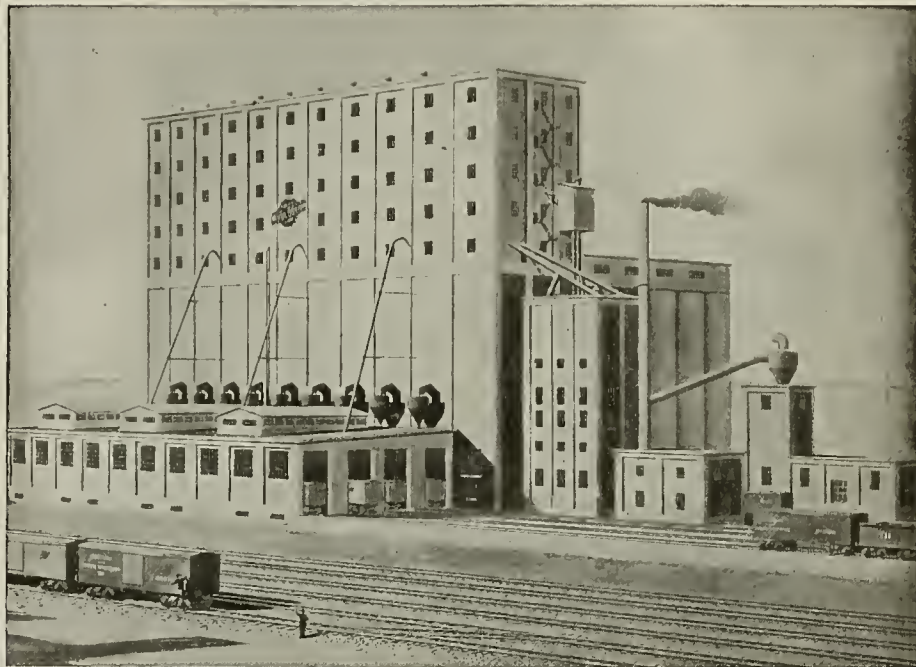
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to tell you the exact condition of  
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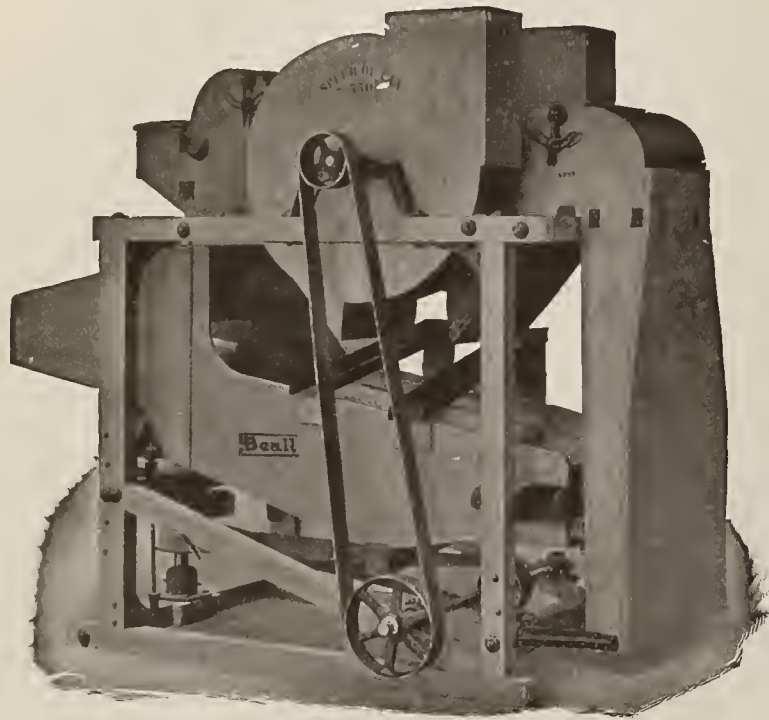
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*No job is too small to merit our careful attention and none so large as to tax our capabilities*

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Built in ten sizes

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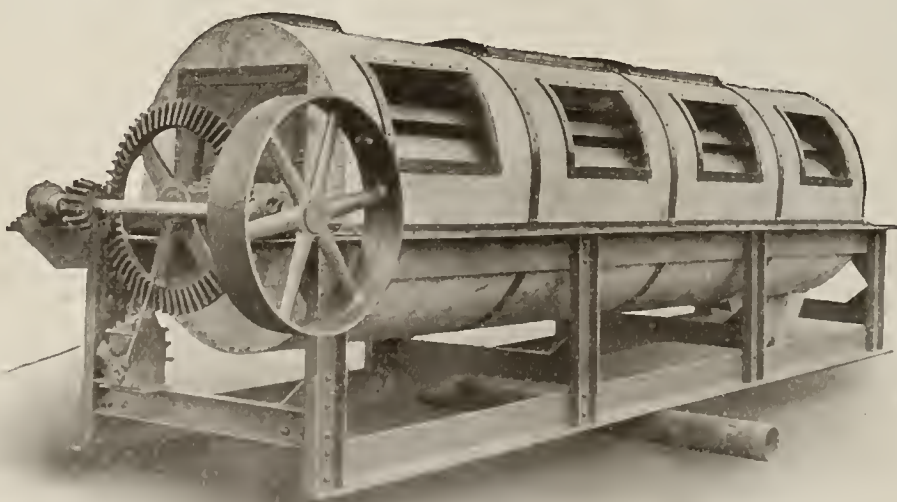
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Should be in every grain elevator  
**Economical—Durable—Profitable**

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*The* **ELLIS ROTARY DRIER**  
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We have advertised the rugged strength of the Ellis Rotary Drier and we submit proof herewith, showing a No. 5 Type "A"

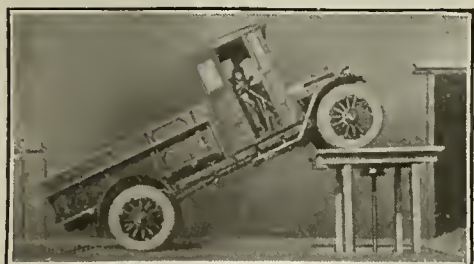
Rotary completely piped and equipped—weight 4½ tons—balanced on a center roller. No deflection was noticeable. Specify the Ellis Rotary when making your next requisition.

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**Truck and Wagon Dump** and you will have the best. Trapp Dumps are constructed along the soundest mechanical principles throughout; they are made by expert mechanics who specialize in the manufacture of Trapp Dumps exclusively



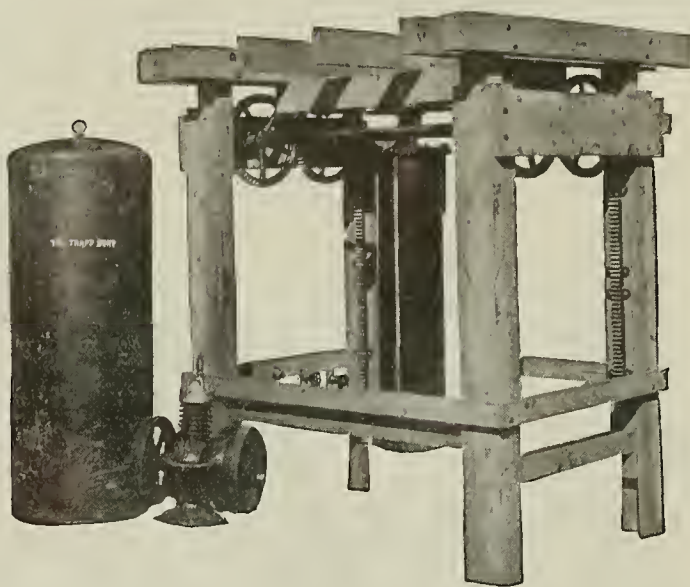
### —Ours Is the Only Factory

in the country that makes Truck Dumping Systems and nothing else; all parts, both of iron and wood, are made in our Omaha factory; and the result is that, if you order a Trapp

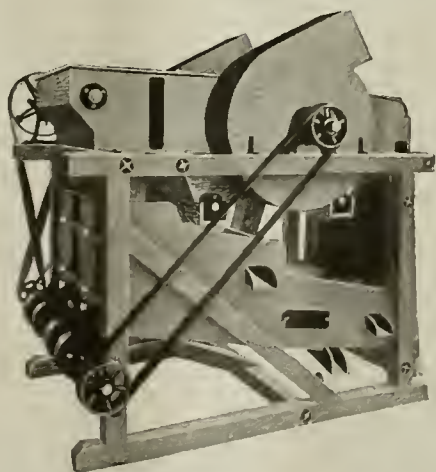
Dump, you will get one that will stand up under heavy, continuous work.

**Order Now—Write Today** for prices, and have a Trapp Combination Dump installed in your elevator. This would not interfere with your receipt of grain.

**The Trapp-Gohr-Donovan Company,**  
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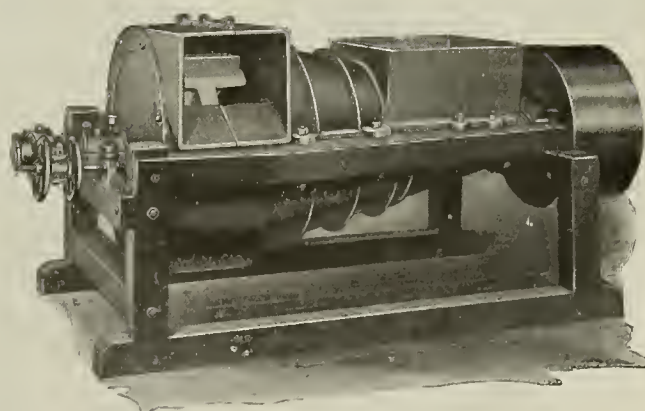
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Constant  
Safety  
Ball-Bearing  
Man-Lift



U. S. Corn Sheller

Grain dealers customarily select their grain elevator builder with great care, to insure a well constructed, fire-proof building that can be depended upon for service during the years to come.

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And where black paint is not objectionable we particularly recommend this good coating for grain tanks and other metal work.

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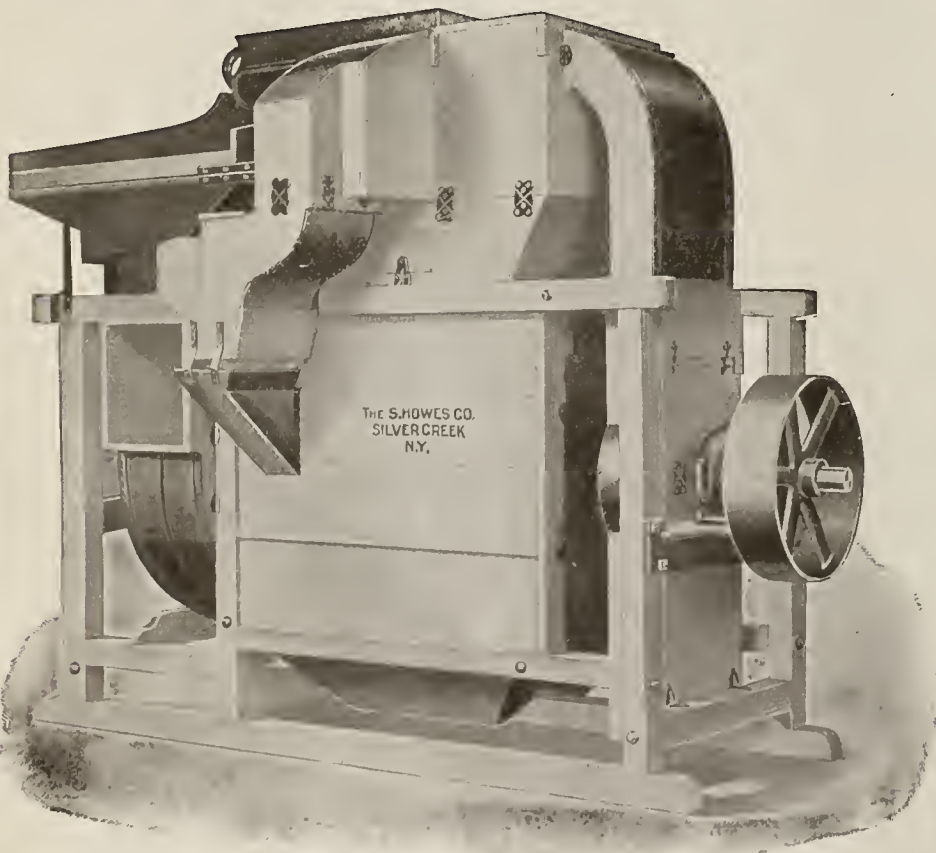
*A copy of our booklet, "Tropical Paints for Grain Elevators," will be sent upon request.*

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# TROPICAL

Paints—Enamels—Roofing Materials



Prepare for  
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**RUSTY OATS**  
this fall

The best remedy is the  
**"EUREKA"**  
**OAT CLIPPER**

*For Prices and Further Information Address*

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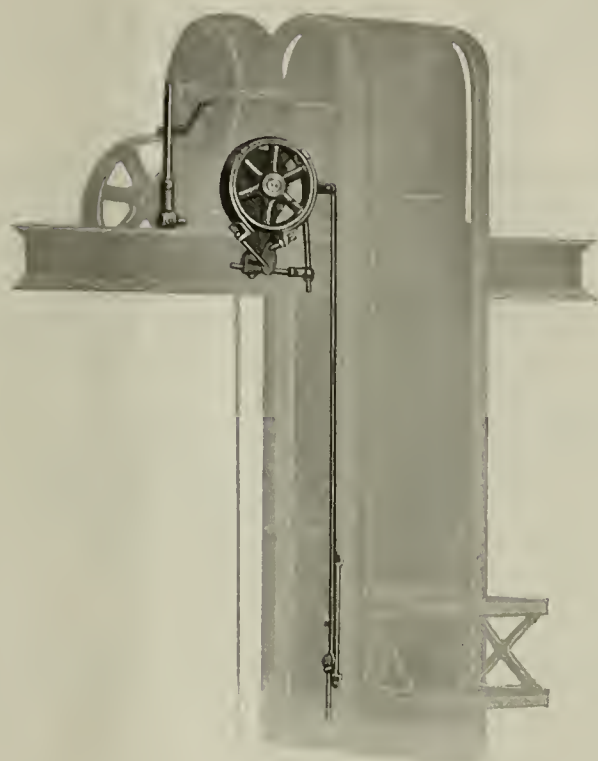
Bulletin No. 68 tells all about it.



"The man who owns one knows—  
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WITH  
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**W**ITH the upper terminal automatic stop in operation there is no danger of being carried overhead and injured. The weight of the passenger after the top floor is reached automatically throws a lever, shutting off the power and applying the brake, thereby locking the belt and steps against movement in either direction.

The automatic stop mechanism furnished with the Nordyke & Marmon Company service elevator adds the vital feature of safety to the elevator's other excellent qualities of reliability and utility.

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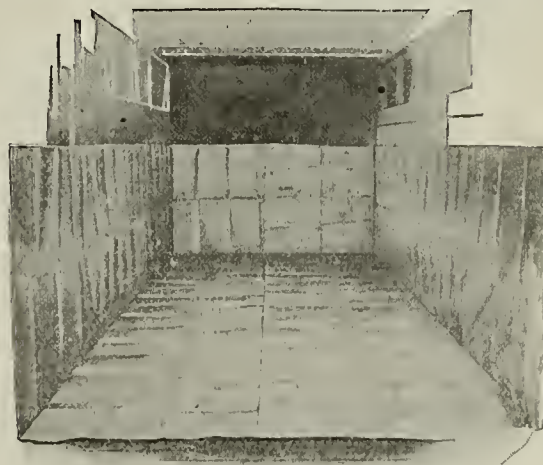
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Eliminate shortages and forever lay aside doubt, worry and uncertainty about your shipments by insuring them with

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They most effectively prevent the leakage of valuable grain, flour and feedstuffs from box cars, readily installed by anyone, and the cost is exceedingly reasonable.

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We would like to tell you more about these car liners. Why not write now, for prompt deliveries are an item to many.

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adopted by  
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Present conditions demand accuracy in testing grain—your profits depend upon your tester. Don't take chances with experiments or guess.

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is no experiment. It is men and officials who all times and under all

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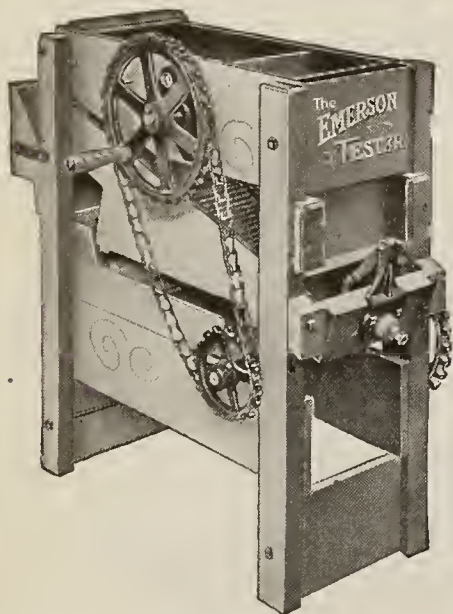
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10,000  
KICKERS

are now in use—the Government uses over 100—Line, Independent and Farmers' Elevators all over find the Emerson dependable and a sure enough arbiter between seller and buyer on any dockage dispute.

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show that 80% of all fires in Mills or Elevators start in elevators. The installation of an automatic feeding device which will positively prevent an elevator choking from over-feeding and an automatic relief which will prevent an elevator choking from bin getting full or spout choking, will annually save millions of dollars in fire loss and add at least 50% to efficiency of any stand of grain elevators. These devices are perfected and are available for mill and elevator owners, are very inexpensive and absolutely practical. Full particulars will be furnished free of charge by this office, on request.

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The Denver Alfalfa Milling  
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Twelve Mills operating in  
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Just a Little Better Service  
and Quality.

## How Much Dockage?

A difference of a gram in a Sample makes a difference of bushels in a carload.



The Cowan Dockage Tester

The Cowan  
Dockage Tester

is reliable to the last kernel of the sample. Simple in construction, easy to operate, and rapid.

Load Cars the Better Way  
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Even loading from end to end may save expense of reinspection. A few loadings pay for it in savings.



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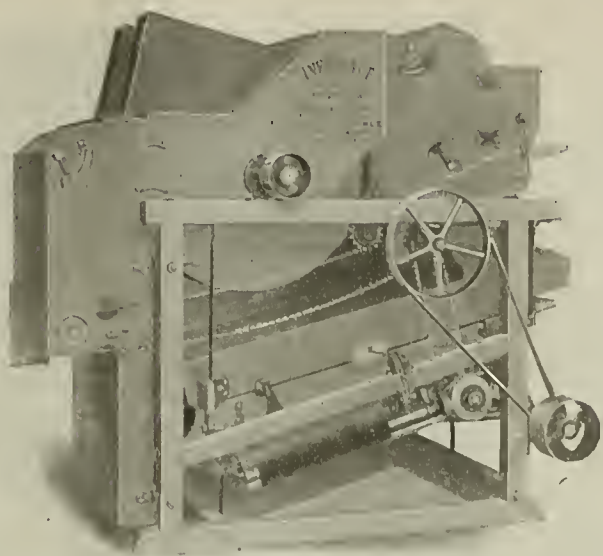
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408 Corn Exchange

Minneapolis, Minn.





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If a BETTER Receiving Separator could be produced it would still bear the INVINCIBLE trademark.

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PUT it to any test you wish.

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Notice the Uniformity of Product, quick adjustment, accessibility, and you will agree that the "BAUER" ATTRITION MILL is superior.

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Do they have to plod up and down stairs in the old, out-of-date way—wearing themselves out, wasting valuable time, and a yearly loss to you of hundreds of dollars? Or do they

### RIDE ON THE HUMPHREY

Endless Belt route, thereby keeping themselves fresh for better work, increasing your output and cutting down your overhead, besides keeping in a cheerful, willing frame of mind? These are

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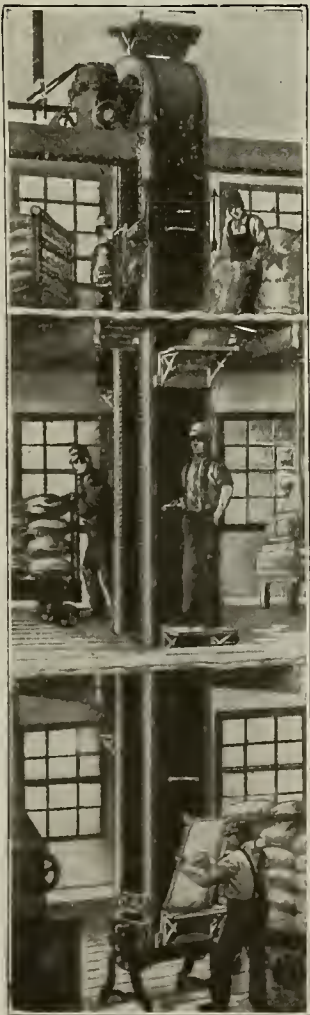
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Net *61.30* lbs

Price *1.70 per bu.*

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Weight

Can be Used on any Fairbanks Wagon or Auto Truck Scale

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CHICAGO

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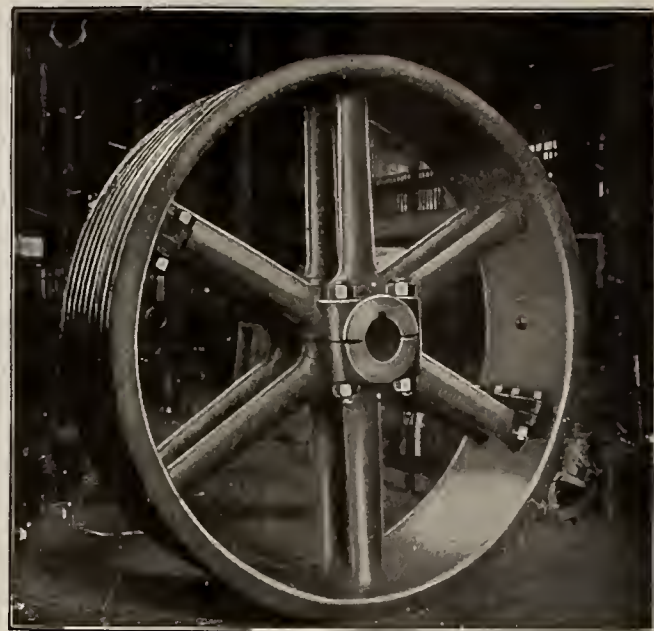
We design and install complete rope drives. We are experienced in this line, and drives designed by us are successful. We supply the best grade of Manila rope. Our Machine-molded sheaves are perfect in balance, accurately finished and free from flaws injurious to the rope.

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All Metal Steam Dryer

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CORN MEAL, HOMINY, BREWERS' GRITS AND MEAL, AND ALL CEREAL PRODUCTS. ALSO SAND, COAL DUST, GRAPHITE, CLAY, ORES, ETC.  
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Proves Correct  
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No chance for mistake.

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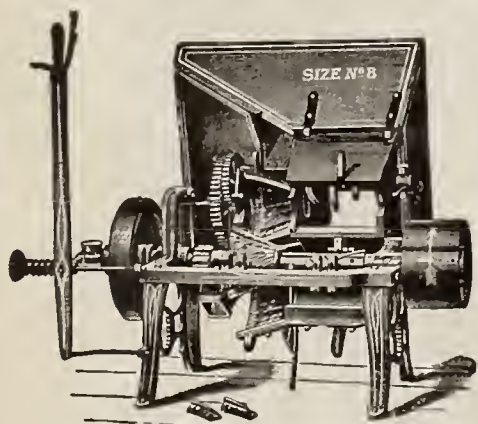
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Will  
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Bowsher's "Combination"  
Mills do this



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Sold with or without Sacking Elevator.

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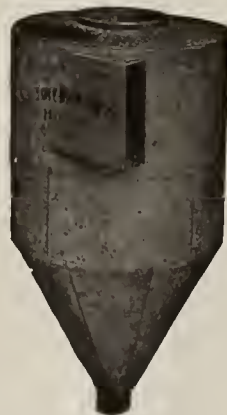
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**Randolph Grain Driers**  
O. W. RANDOLPH CO. TOLEDO OHIO U.S.A.  
WIRE WRITE PHONE





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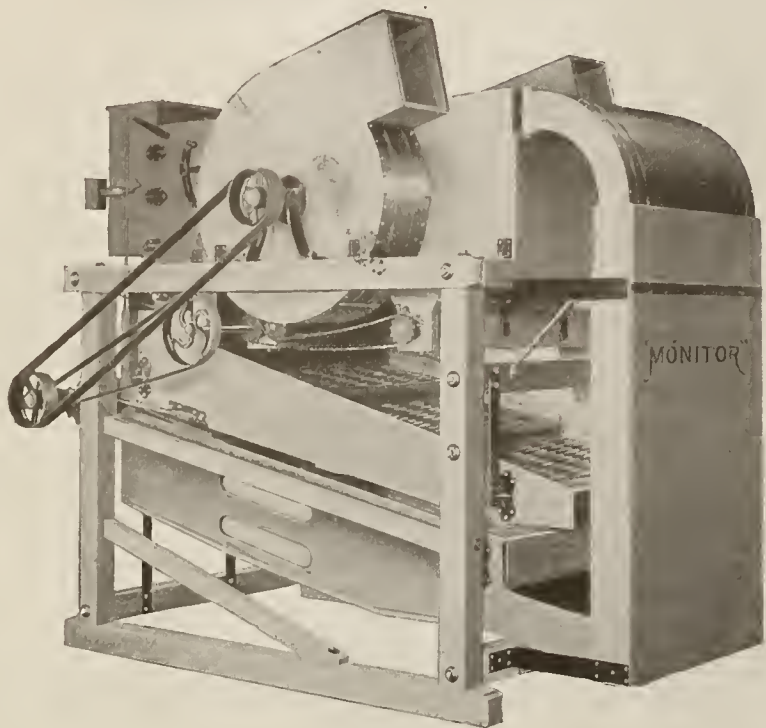
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rubber belting for their complete elevator equipment. They know that it is the belting that can be relied upon, that gives maximum service with long life and that it has always been found the best and most economical belting for elevator work.

*Meet our Mr. F. G. Stevenson at the Radisson Hotel, Minneapolis, during convention of Grain Dealers' National Association.*

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One with Screens for Fine  
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Or Fitted Up with Any Com-  
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A monthly journal devoted to the elevator and grain interests.

Official paper of the Grain Dealers' National Association and of the Illinois Grain Dealers' Association.

Established in 1882.



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NO. 3

## A New American Built Elevator in the Argentine

### Port Elevator at Rio Santiago offers One More Opportunity for the Country to Discard Sack Handling of Grain

**A**RMENTINE REPUBLIC is gradually getting on a bulk basis for handling grain. In the country districts there are few elevators as yet, and most of the grain is shipped in sacks, a system which is wasteful and expensive, but the ports are well equipped with export elevators. A new one has been put in operation at Rio Santiago, a short distance from Buenos Aires, which has many features of interest.

In 1917 Charles F. Glavin, at that time vice-president and manager of the Pampa Grain Com-

pany, conceived of a port elevator at Rio Santiago. The John S. Metcalf Company of Chicago acted as designing and consulting engineers, and the success which the house has already attained demonstrates how well the work was done. Building material was scarce in the Argentine when the elevator was planned, and almost prohibitive in price, so that it was wisely decided to build a house of relatively small storage capacity at the outset, but so designed as to admit of unlimited expansion when the proper time came, and equipped with the most modern machinery. The elevator has been in operation about a year, during which time

it has practically paid for itself. Four storage tanks and the work house were the initial units. Both the working house and storage tanks are of reinforced concrete throughout with the exception that the first story and cupola walls of the former are of brick and galvanized iron respectively. The foundation rests on 12-inch concrete piles moulded in place. The working house covers a ground area of 55 feet square and is 122 feet in height, measured from base of rail. The bins are circular in shape and have an inside diameter

having the same dimensions are now being built.

A transformer house is located at the west end of the working house and the office is built between the working house and tanks. Both are of brick construction. An employees' elevator operates between the office and bin floor of the working house.

Receiving pits of small capacity are located on either side of the working house, each set of pits being served by two tracks. Grain is received in sacks which are cut at the hoppers; the handling thereafter being entirely in bulk. Sacked grain is



PLANT OF THE PAMPA GRAIN COMPANY, RIO SANTIAGO, ARGENTINE REPUBLIC

pany, conceived of a port elevator at Rio Santiago. The John S. Metcalf Company of Chicago acted as designing and consulting engineers, and the success which the house has already attained demonstrates how well the work was done. Building material was scarce in the Argentine when the elevator was planned, and almost prohibitive in price, so that it was wisely decided to build a house of relatively small storage capacity at the outset, but so designed as to admit of unlimited expansion when the proper time came, and equipped with the most modern machinery. The elevator has been in operation about a year, during which time

of 12 feet, 5 inches with 6-inch walls. There are 16 such bins, the resulting interspaces with the exception of two, being used as leg walls. Bin walls are 42 feet, 6 inches in height and the cupola, consisting of three stories, is 54 feet in height. The cupola wall and window framing is of concrete with angle iron girts to which the corrugated covering is fastened. The windows themselves are of the casement type opening inward so that the entire window area is available for ventilation.

The storage tanks, four in number, are 23½ feet in diameter inside and 65 feet, 5 inches in height. The walls are 5 inches thick. Six additional tanks

transported in both gondola and box cars, some of the first mentioned type appearing in the illustration. While in transit the contents of the gondola cars are protected by heavy tarpaulins securely fastened to the sides of the car, and although subjected to severe rains, the grain suffers little or no damage from moisture.

In the working house basement and tunnel below storage bins are located two 24-inch receiving conveyors, one short 24-inch transfer conveyor, and a 36-inch shipping conveyor. In the first story there are located four No. 10 clippers, one 9A separator and four Northwestern Separators, manu-



factured by the Huntley Manufacturing Company. All of these machines except the 9A separator are direct connected to motors by means of couplings. There are two shipping legs with 18x7x7-inch buckets and five receiving and cleaning legs with 15x7x7-inch buckets. A special V bucket spaced 9½-inch centers has been used.

Two automatic receiving scales are located on the top floor at the elevator heads. Two automatic shipping scales are also installed, all being of the "Reliance" type. Chain drives running in oil were installed for all legs and General Electric Company Motors were used throughout the building. Distributing spouts are used in the cupola and a 30-inch conveyor discharges to storage tanks.

Two dock spouts for vessel loading are provided. In order to space them properly it was necessary, as shown in the illustration, to install a short conveyor along the front of storage bins. This conveyor receives from one shipping scale and delivers to dock spout. The other spout receives direct from a shipping scale. The turnheads for both spouts are located at the edge of the wharf on structural steel supports and the winches are on platforms built into the face of wharf, which is sloped. The toe of the wharf projects such a distance below water that a vessel in the process of loading cannot berth directly against the wharf.

As there is no market for dust and the expense of removal by wagon or car is considerable, the



ANOTHER VIEW OF THE RIO SANTIAGO ELEVATOR

various dust collectors are piped to a dust burner located at the east of storage tanks. All grain received is run through the cleaning machines, all of which are in practically continuous operation during the season, so the amount of dust to be disposed of is very considerable.

Immediately in the rear of the elevator the grain company also has a galpon or warehouse of large capacity for sacked grain and served by tracks on either side. While the elevator was in course of construction a small cleaning plant was installed in the south end of the galpon and a belt conveyor running the length of the building was erected. This conveyor and part of the cleaning plant is still in operation. From the galpon to the face of wharf a belt gallery, structural steel with corrugated iron covering, has been erected, by means of which either bagged or bulk grain can be shipped to vessel. Bulk grain can also be transferred by this conveyor to the south track hopper of elevators. Bulk grain can also be returned to the galpon for sacking by means of a spout from the cupola. The combined storage capacities of galpon and elevator when the additional tanks are completed will be considerably in excess of 1,000,000 bushels.

The Webster Manufacturing Company supplied some of the heavier machinery; the balance having been made by the Cercal Machine Company, Ltd., of Buenos Aires. All of the conveyor belting was furnished by the Diamond Rubber Company of Akron, Ohio.

## LIQUIDATING THE GRAIN CORPORATION

Capital of the United States Grain Corporation was reduced on August 18 from \$150,000,000 to \$50,000,000 at a special meeting of the Board of Directors. This action was taken in accordance with an executive order signed by President Wilson on the same day.

It is interesting to note that the Grain Corporation has paid back into the Treasury 90 per cent of the \$500,000,000 provided by Congress to protect the Government's fair price for wheat to the farmers in less than three months from the time it commenced to liquidate. The remaining \$50,000,000 will be returned in full to the Treasury when the Corporation's affairs are fully liquidated.

## KEEN RIVALRY IN THE NORTHWEST

The Columbia River led Puget Sound by 845,231 bushels in the amount of wheat and flour shipped by water during July, according to a statement prepared by the Merchant's Exchange. The total for the Columbia River was 3,135,504 bushels, including 319,322 barrels of flour. Puget Sound ports during July sent out a total of 2,290,273 bushels, including 349,870 barrels of flour.

Of the wheat sent out of the Columbia River in July, 198 bushels went to California, and all the

ter at about \$8 per ton less than Shipping Board vessels. It was conceded by ship operators that this action on the part of the Shipping Board indicates a determination to compete with foreign vessels at whatever rate they may name, and that any consistent rate cutting by operators of foreign tonnage will be followed by similar action on the part of the Shipping Board.

It is expected that the reduction in rates will have a tendency to increase chartering. As yet no charters for the movement of new crop grain have been announced, however and the feeling has prevailed that exporters were merely waiting for a reduction in the export rate before booking vessels for the movement of the 1920-21 crop.

## JULIUS H. BARNES RESIGNS

The resignation of Julius H. Barnes as president of the U. S. Grain Corporation was accepted at a meeting recently of the Board of Directors of the Corporation. This action was taken following the acceptance of Mr. Barnes' resignation as United States Wheat Director by the President in an Executive Order dated August 21, 1920. By the same Executive Order the President terminates the United States Food Administration in all its branches except the License Division, with respect to sugar, now administered by the Attorney General.

At a corporation meeting, a reorganization of the Grain Corporation was effected, and Edwin P. Shattuck, for three years general counsel and vice-president, was elected president of the United States Grain Corporation. Edward M. Flesh will continue as vice-president and treasurer, and G. Roy Hall was elected secretary. The further liquidation of the Grain Corporation will be administered by these gentlemen.

The 13 branch offices of the Grain Corporation have all completed their duties and have been duly audited and closed, with the exception of two, whose affairs will also be concluded within the next few weeks.

A complete report of the operations of the United States Grain Corporation will be completed and published in due course. The record on the whole is a notable one.

## GALVESTON DEFENDS ITS REPUTATION

No necessity exists for utilizing temporary storage for wheat in Galveston, according to G. G. Moore, vice-president and general manager of the Galveston, Houston & Henderson Railroad. At the end of August there were about 1,500 cars of wheat on cars in the local railway yards awaiting unloading. At the present rate wheat is being handled at the elevators these cars represent about seven days' unloading. The lifting of wheat from the elevators and loading it upon steamships is progressing at a rate equal to the unloading of the cars. Mr. Moore does not anticipate there will be any delay in the movement of wheat through this port. The facilities are being well handled and the shipments receive unusually prompt attention upon arrival. Should it be found at any time that there is likely to be a congestion of cars of wheat here they can be diverted to Texas City and the grain placed in elevators there, it is explained. Not long ago this was done, 325 cars being diverted to Texas City from Galveston.

It is asserted by J. S. Hershey, general freight agent of the Gulf, Colorado & Santa Fe Railroad that the facilities for handling export grain through Galveston are sufficient and that there is no shortage of elevator capacity here. He said:

"There has been much discussion recently throughout the Western wheat-producing territory in connection with the so-called congestion at Galveston and the embargo which was placed on that account. Certain statements have been made that the facilities at this port for handling export grain are insufficient and that additional elevator capacity should be constructed.

"The combined capacity of the four export ele-

## OCEAN FREIGHT RATES REDUCED

The Shipping Board rate on wheat and flour from the Pacific coast to Europe has been reduced from \$28 to \$20 per ton, according to advices received from San Francisco by E. W. Critchton, district agent of the operations division of the Shipping Board. The same information was obtained in private advices to operators of Shipping Board tonnage. The new rate became effective September 1, and is to be quoted to the end of the calendar year.

This reduction of rates was anticipated by grain exporters for some time in view of the fact that vessels of foreign registry were available for char-



vators at Galveston and the one elevator at Texas City is approximately 4,400,000 bushels. During the past 10 years the number of cars of export grain handled at Galveston varied from 940 cars for the season of 1911 to 41,979 cars for the season of 1914-15, from which it will be seen that the movement of export grain is uncertain and a substantial volume of it cannot be depended upon.

"In evidence presented to the Interstate Commerce Commission in 1915 it was undeniably established that the port of Galveston had at that time ample elevator facilities to handle without difficulty all of the grain that had moved through the Gulf ports at any previous period. In other words, the elevators at Galveston could have handled all grain that moved through the port of Galveston, New Orleans, and all other Gulf ports previous to that time. And that evidence was offered before the Sunset Elevator was constructed.

"The things which will permit the maximum volume of grain to move through this port are as follows: A sufficient supply of grain in cars on the railroad tracks; second, the operation of the elevators to their full and complete capacity, and third, a sufficient quantity of ship tonnage to take the grain from the elevators and deliver it.

"It is safe to say that if these three conditions prevail there will be no time in a great many years when the port cannot take care of all grain sent here for export."

## SUCTION HANDLING VS. BUCKET ELEVATING OF GRAIN\*

The method generally employed today for the handling of grain in this country is by bucket, conveyor and spout. By choke-ups, friction and hot journals, the bucket elevation has been the cause of a number of plants being destroyed by fire and explosion. On the working floor where the grain is removed from the car, it is generally dropped a distance of from 4 to 6 feet, and at this point a large quantity of dust escapes, becoming suspended in the air and finally lodging on beams and ledges. While moving a large quantity of grain by this method, the air becomes extremely heavily laden with dust and the working conditions are bad. It is possibly due to these bad features in connection with handling grain by bucket elevation, that the air conveying method is gaining prominence and is favorably looked upon by some of our grain men.

In Europe more than 60 per cent of the import grain is handled by suction. In this country only a very small quantity of grain is handled by air.

The pneumatic or air conveyor is simple in construction. There are two principles: One is suction and the other pressure. Where suction is used, a partial vacuum is maintained within an enclosed tank by a motor driven exhaustor. The conveyor ducts which are provided with flexible intakes, or self feeding nozzles, lead from the car or vessel to the tank.

The high velocity of the air blast within the duct conveys the grain which when reaching the tank becomes released and drops to the bottom, discharging through a rotary discharge gate directly to the storage bins, or may again be blown to some other part of the building by utilizing the air blast from the discharge side of the exhaustor. In this second operation, however, pressure would be used instead of suction. A dust collector may be installed and a complete separation made of the dust and air which is given off by the exhaust from the vacuum tank.

With the suction method the grain is drawn directly from the car or vessel and delivered to any part of the building. The distance the grain may be conveyed depends entirely on the amount of power used. One elevator company which uses both the bucket elevator and suction system for the elevation of their grain, makes the following comparison in relation to capacity: A 100-horsepower electric motor is required to operate their bucket elevators and another motor of the same size is at-

tached to the suction system. During an hour's run on wheat, the elevators handled 15,000 bushels and the suction 2,500 bushels, or one-sixth the capacity of the bucket elevators.

Due to the automatic nozzles used in connection with the suction system, several outstanding points are worthy of consideration.

Cars are unloaded without the removal of grain doors.

It eliminates power shovels in cars and the holds of vessels.

It eliminates waste and thoroughly removes all grain.

Makes possible a close separation between wet and dry grain.

Makes it possible to remove grain from a vessel in rainy weather.

Eliminates danger of damage to a small vessel, or barge, by accidental lowering of the heavy marine leg, or from the vessel riding on the wash of passing steamers.

Betterment of labor conditions and eliminating, to a great extent, the dust and fire hazard.

The pressure system, which may possibly be called a grain blower, is not intended for the

mentioned methods, wheat and rye require the most suction and pressure. Corn, although weighing a little less, is handled much faster with the same speed and power. Oats, being much lighter, handle still faster than corn. The reason for this difference is that the corn kernel is much larger in size than wheat or rye and, therefore, has a much greater area exposed to the air blast.

Elbows in the air ducts or pipe lines should be avoided wherever possible and, when necessary, should have a long, easy curve so as to give the least resistance to the passing grain. Grain in the air duct travels at a great velocity, and in striking a short curve or elbow will have a tendency to rebound. To overcome the rebounding and the extra friction consumed in forcing the grain through the elbow at its initial velocity, it is necessary to have increased air pressure or suction, and this means an increase of power.

Grain generally is in such a condition that it could be improved upon every time it is handled. The time is long past when grain in poor condition will bring the same price as that of a No. 1, therefore, the improving and conditioning of the grain in a simple way should be of importance. When



SUCTION APPARATUS FOR UNLOADING GRAIN FROM BOATS  
An "Airveyor" installed by the Guarantee Construction Company at the docks of the Parr Warehouse & Terminal Company at Oakland, Calif., for unloading grain from vessels. This apparatus is housed in a fireproof metal building on the dock and will discharge grain a distance of 2,000 feet, delivering directly either into cars or to storage.

removal of grain from a car or vessel; but when the grain is delivered to its hopper or supply tank, its work is similar to that of the suction system, with the exception of the suction nozzle. The grain when spouted or delivered to the hopper, passes into a spiral conveyor which carries it upward at an angle of 45 degrees, and feeds it through a valve into the blower discharge immediately underneath. From this point the grain and air travel through an air duct to a receiving tank or cleaner which may be located above the storage bins or any other part of the building, where the grain is intended to be delivered. There are no moving parts in the receiving tank that operate mechanically and its operation is similar to that of a cyclone dust-collector. The chaff, dirt and dust, being lighter than the grain, will not have the same momentum, and after entering the cleaner will immediately become separated and travel with the air through the discharge to the outside. The grain being heavier will drop to the bottom and pass through an opening or spout to storage. Should it be desired to collect the chaff and dirt escaping with the air, a dust-collector could be installed and this material saved.

A grain blower may be installed inside or outside of a building and may be portable. It will convey or deliver grain from one building to another, from elevator to mill, from wagon to storage, and may be used for the loading of grain into cars. All that is necessary is to connect a pipe leading from the blower to whatever place the grain is intended to be delivered. The capacity of a grain blower, like the automatic suction, depends entirely on what kind of grain is handled and the distance, and height to which it is delivered.

In the movement of grain with either of the above

grain is conveyed by either the suction or blower method, we might say every time it is handled, it receives an airing, cooling and cleaning.

## VANCOUVER PLANS FOR NEW BUSINESS

Plans are being formulated by shipping interests in Vancouver, B. C., to enter into the grain shipping business from the port of Vancouver. For some time the exporters there have been watching with interest the inroads being made by Portland wheat and flour in the British market, and a meeting was held for the purpose of discussing the situation and of endeavoring to open a line of connection between the British consumer and the Pacific Canadian market.

The agitation has been great during the past few weeks to have more grain shipped by Vancouver and the Panama Canal on account of the port being open the year around, instead of by Montreal, which is closed five months of the year by ice. Negotiations have been pending for some time whereby the Canadian Pacific Railway Company is expected to make the necessary freight rate which will permit the western shipments.

A CROP survey of North Dakota territory around Williston was recently made in an airplane. From 2,000 feet in the air the reporter estimated the probable yield from the various fields. Good eyesight.

PEAT land, which for many years was regarded as hopeless for grain crops, in Beltrami County, Minn., has been experimented upon for the past two years, and found to be highly productive with a quite nominal cost for fertilizer.

\*Paper read by Geo. D. Witmer at recent New York Conference of men engaged in the Grain Dust Explosion and Fire Prevention Campaign of the Grain Corporation and the Department of Agriculture.



## The Ever-Present Fire Hazard

An Outline of Some of the Common Fire Dangers In Grain Elevators,  
with some Pertinent Suggestions on Eliminating them

By J. W. JUST

**G**RAIN elevator operators have heard much along the lines of fire prevention during the recent campaign conducted by the Government in conjunction with every other interested agency, for the reduction of the stupenduous annual fire waste of the country. In spite of this we are positively certain that too much cannot be said in the interest of fire prevention, even if it does seem that we are continually hammering at the same hazards from year to year.

When it comes right down to brass tacks, there is nothing technical or secret or complicated about fire hazards. Any man can readily recognize a fire hazard when he encounters it if he only has the proper fear of fire and its possible consequences. The owner should have a vivid realiza-

tion, but the genitor of criminal carelessness and the advance agent for the undertaker.

Keep your exhaust pipe away from inflammables—and inflammable material away from the entire power plant. *Do not* use the engine room as an oil storage room.

If you have steam power, the above remark applies to all steam pipes as well as exhaust. If you have radiators for heating purposes, protect them with wire guards at least one foot away from the pipes.

Keep your cob house away from the boiler front. In most steam power elevators the cob house is arranged entirely for convenience, and without the slightest thought for fire protection,—usually so that the cobs will fall and bounce once,

as over fuse an electrical circuit. Either may cause total destruction of the property or loss of life. If your fuses blow out, instead of cussing the fuses for being "too light," recognize it as being a valuable tip to you that there is something wrong elsewhere—get the Missouri habit and find out what. The chances are you will find that the little, back-broken fuse has been strictly on the job protecting you from some of your own carelessness—assuming your responsibility. You will note from the picture what usually happens when fuses



WHAT HAPPENED TO A "PLUGGED" FUSE

are "plugged." In this case, fortunately, the trouble confined itself to the fuses.

Install all new wiring in a standard conduit job. Conduit is not just "pipe." Conduit is carefully reamed and varnished inside so wires cannot be damaged in pulling them through.

If you have electric lights, never use any extension unless it is made of heavy packinghouse cord, with a heavy wire guard over the globe. Disastrous dust explosions have resulted from the breaking of a lamp bulb in a dust laden atmosphere. All lamps should be equipped with dust and vapor



THIS WATERFRONT ELEVATOR WAS A TOTAL LOSS

tion of the possibilities, and he should take steps in no uncertain manner to impress it upon his employes.

Nearly all fire hazards are recognized, and exist for no other reason than pure carelessness. With this in mind we will outline as briefly as possible a few of the hazards commonly met with in an ordinary elevator.

Let us start with your power plant. If you have a gasoline engine—keep your gasoline away from the plant. There is *never* any excuse for bringing any of it into the building. Just bear in mind that a gallon of gasoline vaporized has the same tearing power as 83 pounds of dynamite. Not long ago an operator took a pail of gasoline into the engine room to use for "priming" purposes. When he got it in there, everything was primed all right. Result: Engine backfired—farmer thought the gasoline was water—Good night!

Furthermore, *never*, under any circumstances, build a fire under an engine to "warm 'er up." This may sound foolish, but it is an everyday occurrence and it is by no means confined to a state where they have refractory, long-eared livestock to deal with, either. Of course there is no man, outside the big Iron Gate, but will admit that this is a fool practice. But we all seem imbued with the feeling that "it cannot happen to me." Necessity may be the mother of invention—but when the necessity arises to start a cold, balky engine, and it inspires the invention of a gasoline torch—it not only becomes the mother of inven-

—straight into the fire-box. A cob house should *never* be so arranged that cobs can roll down in front of the fire doors, or where sparks from the furnace may carry into the cob pile. (We can hear somebody say: "There isn't much chance of sparks getting out—the draft is all up the stack"—we have heard it hundreds of times.)

Keep all junk off the top of the boiler. Also, keep plenty of clearance for a metal stack through the roof—not less than 18 inches. And see that your stacks extend well above the highest roofs. Certainly, you *should* get rid of your shingle roofs—but why burn them off?

If you have electric power and lights, see that the entire installation is in strict accordance with the Mill and Elevator Electrical Code. If you have a motor in a dusty place, enclose it properly. Recently we found a generator "enclosed" to protect it from the dust. You will note from the picture of this "enclosure" that it consists of two flour sacks stitched together at the ends, notched for the pulley and top ring, and then used as a kimona for the generator. The paper bags were thoroughly saturated with oil and covered with dust, and the generator brushes were sparking viciously. One cannot help admiring the superior quality and solidity of the ivory under the man's hat who thus "protected" this generator and plant.

Take care of your fuses as you would the safety valve of a boiler. They are for the same purpose—to avert disastrous effects in case of an overload. You might as well tie down a safety valve



THIS "KIMONA" WAS SUPPOSED TO PROTECT A GENERATOR

proof globes, which is a glass case enclosing the lamp bulb. Have no switches, fuses or screw type connections exposed to the dust anywhere.

Have you ever fallen flat,—a good hard fall over some apparently insignificant obstruction,—hard enough possibly, to daze you for an instant? Of course you have. And you know it could happen again. Yet you do not hesitate to light a fire over a can of kerosene, called a lantern, and crawl into a dusty boot pit. Or climb to a dusty cupola up a long, tiresome, crooked flight of narrow, worn and unreasonably spaced stairs. A little slip, an in-



stant of unconsciousness, a broken or strained leg, and tomorrow your name on the front page, with reference thereto in the past tense.

And how about your equipment? For instance, that sheller you have in the hole under the floor, the one you have to lie down and wriggle to get to. How often do you oil it? Do you ever look at the bearings?

In most cases, sheller bearings, after the sheller is installed, are never seen again by the human eye until the babbitt has run out or the house has been burned from around it. We have often wondered if the creator of the "shimmy" dance didn't get the original inspiration from an elevator operator—watching him try to get to a sheller or down into a boot pit. Moral: Put your sheller in a reasonable, accessible place, and take care of it.

Then there is the worst offender of all,—the elevator leg and head. This is a much neglected, all important part of the grain elevator. Usually the construction of the leg is bad to begin with. In many cases the boot rests on the cement floor and the head-shaft is supported by the framing of the cupola.

When the building is loaded and settles the shaft goes along, and if the elevator leg and head go the shaft and pulley have to pull it. Somewhere you have a bad case of friction. Telescope your elevator legs, making what is really an expansion joint. On new construction suspend the leg to the work floor, keeping the boot well clear of the basement floor. This is not only a fire prevention measure, but a sanitary one as well. Keep your elevators running true, and head-shafts from riding the sides of the head.

And do you ever look into the hopper under the head pulley? You should have a hopper with 45 to 60 degrees pitch to the down leg.

Furthermore, there should be no back board in the front leg on the inside of the hopper. The fact that there may be a hole cut in this board makes no difference—the board should be *entirely*

is usually very little clearance between this point and the pulley. A little settling and the pulley is riding on the point. We have seen many cases where the pulley was visible from below the hopper, having worn entirely through the hopper point. If you have the double hopper, do not speculate as to its clearance. Find out, positively, and at once.

Never install any type of grinding equipment without installing from four to six good horseshoe



ALL THIS CAME OUT OF ONE ELEVATOR HOPPER

magnets—or better yet, a magnetic separator—ahead of the mill, to pick out metal and foreign materials. (Then give us a satisfactory explanation of where so many carpet tacks get into grain.)

There are many other hazards that might be enumerated, but practically all exist through neglect or carelessness. However, there is one more

## FLY-FREE DATES FOR SOWING

The time to commence control of the Hessian fly for the crop of 1921, is September, 1920. Over 20 years ago, Prof. F. M. Webster established the fact that wheat sown on certain dates in the fall was usually immune from infestation by the Hessian fly. Later on it was established that the date varied with latitude and elevation above sea level; and still later, it was shown that longitude also

had an influence. The variation in seeding time has been shown to be four days for each degree of latitude, five degrees of longitude and 400 feet of altitude. Therefore, from any given place as related to a state or county, the variation in sowing time is earlier northward, eastward and upward during the season for sowing winter wheat.

While late sowing is recommended, this does not mean extremely late sowing. Experiments conducted over a period of years have shown that in most localities the safe dates for sowing wheat to escape the fly injuries in years of normal rainfall usually coincides with the proper time for sowing to secure the maximum yields of grain. These dates are as follows, approximately:

In northern Michigan, soon after the 1st of September.

In southern Michigan and northern Ohio, about September 20.

In southern Ohio, after the first week in October.

In extreme northern Illinois the safe period usually occurs from September 21 to 28.

In central Illinois and Indiana, from September 21 to 30.

In extreme southern Illinois, from September 30 to October 5.

In central Kentucky, from October 5 to 15.

In central Tennessee, from October 15 to 25.

In Georgia and South Carolina, from October 25 to November 25.

In northeastern Kansas the safe period is from October 1 to 10.

In east-central Kansas, usually from October 1 to 20.

In extreme southern Kansas and northern Oklahoma wheat should not be sown until the second week in October. This is true also of Virginia near sea level.

In Maryland, October sowing is best except in the mountainous regions; and in southeastern Pennsylvania the safe period is the last week of September.

From the dates given above the approximate date for other localities can be figured by applying the rule quoted in the first paragraph.

DUST and smut explosions have destroyed many threshing outfits in the Pacific Northwest this year in spite of the work of the Department of Agriculture to reduce this loss. Other extensive grain losses have been caused by trucks driving through fields with the cutout open.



THIS FIRE STARTED IN AN ELEVATOR HEAD

out. Even if you have a first class hopper you should not fail to watch it. A slight obstruction will often pack it tight.

Not long ago the writer went into an elevator and was examining the hopper of a corn elevator. The manager assured us that the hopper was O. K. However, as we are of an unusually skeptical nature when it comes to elevators, we opened it up. The picture will give you an idea of the amount of dirt we took from that one hopper—a big wheelbarrow load. The young man at the helm will testify that it was "some load." And from an elevator with a normal and reasonable hopper.

Another point to watch—and "point" is right—is the point of the double, or inverted V-type hopper, hopping to both up and down legs. There

thing we want to mention. If your buildings are equipped with lightning rods go immediately and examine the ground connections. It is a daily occurrence to find ground wires broken or rusted off. Try them by pulling on them to see if they are solid and make a real ground connection. If your ground connections are not good then you have a point sticking up into the air, inviting lightning to strike, with no place for it to go when it gets there except inside out of the weather—where it is dry.

Above all make *watchfulness* your watchword. Keep your plant *clean*, your fire protection equipment in good condition. Take no chances, and keep everlastingly thinking and preaching fire prevention.



# Minneapolis—The Host

The Grain Dealers National Association Is Assured of a Hearty Welcome and a Successful Convention at the Flour City

ENTERTAINING the Grain Dealers National Association at its annual convention has come to be an epoch marking event for any terminal. The tremendous growth of the Association in recent years, about 550 new direct members this year, and the programs, upon which have appeared some of the most representative men of this country and Canada, bring dealers from all parts of the country to the meetings, so that a prediction of 1,500 in attendance is rather conservative. To accommodate and entertain so many dealers over three days is somewhat of a task for even the largest markets. The Association has been fortunate in the past in the hospitality offered at its meetings and this year there is every promise that the meeting will be quite as successful from every viewpoint as those which have preceded.

There are logical reasons for this assumption. In the first place the increase in membership of the Association and the many problems arising from the resumption of the open wheat market which will be thoroughly discussed, insures an attendance larger than ever before. And, then, the Minneapolis Chamber of Commerce which will act as host this year, has already made plans for caring for its guests and entertaining them, which will make the coming convention on October 11, 12 and 13 one long to be remembered.

Minneapolis has not entertained the National Association since 1903. Since that time the Association has increased in size about 1,000 per cent, but not more than the facilities of Minneapolis have improved during the same period, nor more than the strength and importance of the Minneapolis Chamber of Commerce have been augmented. It is the second largest grain exchange in the country and the largest wheat, barley and flax market. It is the largest consuming center for wheat in the world, and the great flour mills which give it this pre-eminence will be not the least of the many interesting things which visitors to Minneapolis will want to see.

But that is only a part, a small part, of what the city offers. No one, not even a citizen of St. Paul, will deny that Minneapolis is one of the most beautiful cities in the country. It had unusual natural beauty to begin with and man has done his best to emulate nature for the rest. The Mississippi is a narrow rapid stream here, quite different in its appearance from the broad placid river which we saw last year at St. Louis. The Falls of St. Anthony, which first attracted millers to the place, is one of the most highly developed water powers in the world. It furnishes cheap power for hundreds of great industrial plants and gives light to countless homes.

Within the corporate limits of the city, on a tributary to the Mississippi River is the beautiful Minnehaha Falls, famous in story and legend, and a favorite resort for lovers of nature. It is a beauty spot such as few cities in the country can boast and has been preserved in its natural wild state. Then there are the many lakes within the confines of the city, the play grounds of the people, which afford healthful recreation within easy access of every resident and make the drive over the city's boulevards an ever-changing panorama of delight. There are 104 public parks in the city.

The early awakened civic consciousness of Minneapolis, which prompted the preservation for the

people of these beautiful and healthful features, is no less manifest in the business and residential sections of the city. Wide streets, pleasant homes and impressive public buildings, stores and offices give the down town district the substantial appearance which its commercial activities warrant. Bank clearances in 1919 were \$2,266,965,528.09, and on December 31, 1919, the total bank deposits in the 66 banks of the city were \$254,000,000. The city is the largest in the Northwest and it is the distributing as well as the banking center for a vast territory and covering every line of industry. The wholesale and jobbing district is well worth a visit, and the retail stores present as attractive a display as can be found in any metropolis of the country. Perhaps this feature may not appeal

of all denominations, and the school houses, of which there are 81, are modern, and some of them quite ideal for their purpose.

These facts about the city are related for the benefit of those prospective visitors to the convention who make such trips an opportunity for broadening their outlook and increasing their knowledge of men and things. It also shows that there is more than just business to be offered by our hosts. There will be time to see all these things, and more particularly the elevators and mills which have brought such fame to the city. The flour mills in the Minneapolis district, most of them in a comparatively small area on the river front, have a capacity of 97,460 barrels per day, and they have produced over 18,000,000 barrels in a single year. This is something which will certainly interest every dealer in grain, for in addition to the wheat flour production above mentioned, great quantities of corn and rye products are also made.

## MINNEAPOLIS ELEVATORS

The elevators in Minneapolis have a capacity of 56,150,000 bushels. Some of the more noted of these houses are shown in the illustrations of this article. Taking these houses in alphabetical order, they are as follows:

The Great Northern Elevator is a wooden house of 1,500,000 bushels' capacity, located on the Milwaukee Railroad. It is operated by the International Grain Company of which H. F. McCarthy is president; J. F. McCarthy, vice-president; W. R. McCarthy, secretary; and M. E. McCarthy, treasurer. The general offices of the company are at 306 Flour Exchange.

The Interior Elevator, is also operated by the International Grain Company. It is a wooden structure of 1,250,000 bushels' capacity and is located on the Milwaukee Road.

Elevator "K," of the Sheffield Elevator Company, is a 1,500,000-bushel concrete house on the Milwaukee tracks. The offices of the company are at 912 Flour Exchange. B. B. Sheffield is president of the company; E. C. Erickson is vice-president; and S. L. Cobb is secretary and treasurer.

The 1,250,000-bushel Monarch Elevator is operated by the Monarch Elevator Company, whose headquarters are at 317 Chamber of Commerce. The officers of the com-

pany are: F. T. Heffelfinger, president; F. B. Wells, Henry Nelson, H. G. Dickey, vice-presidents; and C. F. Deaver, treasurer. The elevator is a wooden structure on the Milwaukee Railroad.

The Monarch Elevator Company also operates the Republic Elevator, a 1,750,000-bushel wooden house on the Northern Pacific Railroad. The Peavey Company, which is one of the pioneers in the market, operates through the Monarch and Republic Elevators. H. G. Dickey is president; Henry Nelson, vice-president; and A. T. Masters, secretary of The Peavey Company.

Elevator "T" is operated by the Cargill Elevator Company. J. H. MacMillan is president of the company; F. E. Lindahl is vice-president; D. D. MacMillan, secretary, and E. S. Mooers, treasurer. The elevator has a wooden work house and concrete storage tanks of 1,800,000 bushels' capacity. It is located on the tracks of the Milwaukee Railroad.

The Union Elevator, situated at 25th Avenue S. E., on the Great Northern Railway tracks, was erected in 1885 with a capacity of 3,000,000 bushels, 447 bins of various capacities, with tracks on both sides, also through the house. At this time



THE FAMOUS MINNEHAHA FALLS

to grain dealers particularly, but it will to the many wives and daughters who accompany them.

As a matter of fact, the retail stores of any community afford about the surest index of its prosperity and progressiveness that a stranger can get, so that a visit to the retail district of any town is always worth while. In Minneapolis you can see the latest and the best in every fashion and fabric. They reflect the prosperity of the Northwest and the aesthetic development which has kept pace with the financial progress.

In fact few towns of this size, about 400,000, can boast having done so much for the development of the finer side of its people. The Minneapolis Symphony Orchestra has made a world name for itself, and the municipality provides band concerts at the parks which are enjoyed by thousands. The Institute of Arts with an exceptionally fine collection of paintings and sculpture is free to the public on Wednesdays, Saturdays and Sundays, and charges only a nominal fee on other days, while the Walker Art Collection, housed in a private gallery, is also free. There are many striking examples of ecclesiastical architecture in the churches



September 15, 1920

the Union Elevator was looked upon as one of the wonders in the grain trade. It held the record of being the largest grain elevator in the world for 18 years. It is fitted with 18 Fairbanks Hopper Scales for weighing in and out, and has 18 unloading legs and 18 shipping legs and a capacity for loading and unloading 18 cars simultaneously. The elevator is operated by electricity and has all the latest appliances in terminal houses, also is fitted throughout with a sprinkler system. The Union Elevator does a very large transfer business as well as storing and handling grain for their own account. The officers of the company are: A. F. Pillsbury, president; J. S. Pillsbury, vice-president; D. L. Raymond, secretary, treasurer and general manager; Walter F. Brittan, manager grain department; F. B. Parsons, manager feed department. The office is located at 816 Minneapolis Chamber of Commerce.

The Washburn-Crosby Elevator on the Railway Transfer is one of the most modern houses in the Twin Cities. It is a 3,500,000-bushel house of reinforced concrete construction, and is equipped with every modern device for the expeditious and economical handling of grain. The Washburn-Crosby Company operate the house for their milling requirements and it is none too large for the enormous operations of the company.

Northwestern dealers particularly will also be interested in the facilities for handling flax seed. The linseed mills have an annual capacity of 16,349,947 barrels which accounts for the fact that Minneapolis is the largest flax market.

## MINNEAPOLIS CHAMBER OF COMMERCE

And now something of our hosts, the Minneapolis Chamber of Commerce. The Chamber of Commerce Building is a fine 10-story structure on

ers, good light is very important, and in this feature the enlarged trading room of the Chamber of Commerce of Minneapolis excels, the light facilities being exceptionally desirable. Nearly one-half of the trading floor is filled with cash grain tables, on which the sellers of grain display samples taken from the cars of grain.

Minneapolis is pre-eminently a "sample" market, grain being bought and sold largely by sample. These cash grain tables are rented to the mem-

be the most convenient for the transaction of this business, and enables each dealer in futures to see at all times practically all of the other dealers in futures, which would be impossible if trading were conducted on a flat floor.

One of the pits is used for trading in oats, barley, rye and flax, for future delivery. The other pit is used for trading in wheat for future delivery.

Between the pits is the "pulpit," where the official recorder stands, whose duty it is to keep a record of the future prices. On his right is the individual who operates the ticker service, by means of which the quotations are sent out to the tickers in Minneapolis and St. Paul, and which are printed on narrow strips of paper called "tape." On his left is the telegraph operator, whose duty it is to send out to the other exchanges of the country the Minneapolis future quotations.

On the south side of the room is the main blackboard, on which—immediately opposite the pits—are displayed the continuous quotations, which are received by the telegraph companies from the other grain exchanges, such as Winnipeg, Duluth, Chicago, etc. On this blackboard are fastened telegraph "sounders," and Western Union operators receive from these sounders quotations sent from other grain exchanges, and immediately post the same upon the blackboard.

In addition to the continuous quotations above mentioned, the Chamber of Commerce secures and posts upon the blackboard statistical information, such as the visible supply of grain, which shows the total amount of grain in store in the leading grain centers of the United States.

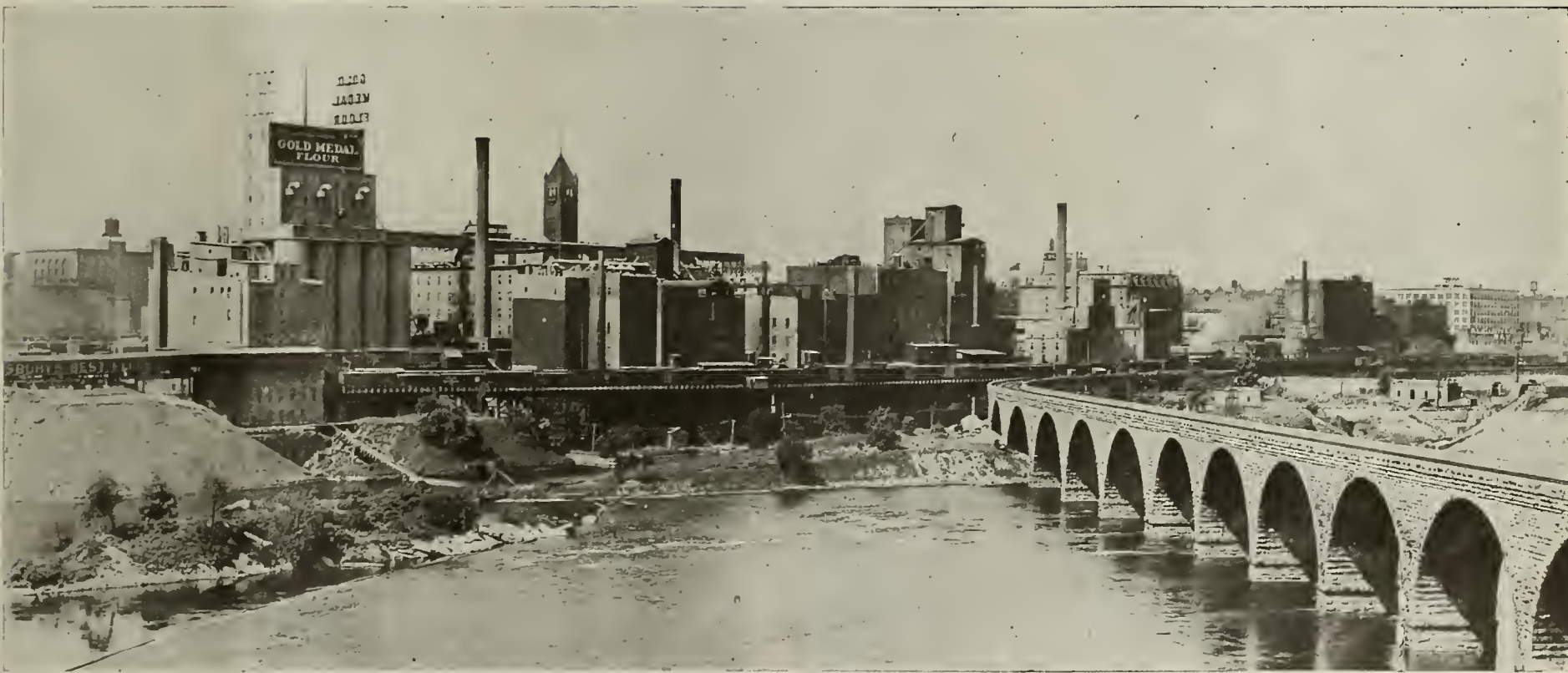
The Minneapolis cash sales of grain, as reported



THE MINNEAPOLIS CHAMBER OF COMMERCE

bers, and are being provided with telephones connected directly to the offices of the various grain dealers.

In the center of the trading room is the space occupied by the North American and Western Union Telegraph Companies. These telegraph fa-



PANORAMA OF THE MINNEAPOLIS MILLING DISTRICT

Fourth Avenue, between Third and Fourth Streets, about six blocks from the West Hotel, the convention headquarters. And we might mention here for the guidance of strangers that all north and south streets are called "streets," while those running east and west are "avenues."

The recently enlarged Exchange Room of the Chamber of Commerce of Minneapolis is not only one of the largest, but one of the most modern trading rooms in the United States. This room is approximately 180 feet long, 80 feet wide and 34 high. Secretary McHugh describes it as follows:

In the examination of grain by buyers and sell-

cilities enable the members to communicate promptly with the country shippers and with the Eastern buyers.

Opposite the telegraph counters are the long-distance and local telephones. A very large amount of business is transacted by long distance telephone, between the members, Northwestern shippers and Eastern buyers.

In the end of the room opposite the cash grain tables are the "pits," used by those engaged in buying and selling grain for future delivery. These pits consist of a series of steps in the form of an octagon. This arrangement of steps has proved to

by the members, are also posted upon this blackboard.

On the same side of the room, but opposite the cash grain tables, is another blackboard, on which an employe posts the future quotations of Minneapolis and the other leading grain exchanges. These quotations are telephoned to this employe by an observer in the pulpit adjacent to the pits.

Opposite the main blackboard is the visitors' gallery. In the extreme end of the room, adjacent to the cash grain tables, are four illuminated "clocks." These clocks are arranged to show the leading future month's quotations in the Minne-



apolis futures, in wheat, oats, barley and rye. These clocks are operated by electric switches under the control of the official recorder in the pulpit, at the opposite end of the room. These clocks, and the cash grain blackboard quotations keep the buyer and seller of cash grain constantly informed regarding the values in other markets, as well as prices being paid at Minneapolis for grain for future delivery. On both sides of the pits, and immediately adjacent thereto, are private telephone booths connected direct with the offices of those engaged in the buying and selling of grain for future delivery. On account of the noise invariably connected with operations in the pits, these telephones are of a special design, which



GATEWAY PARK

enables the individual using the same to communicate with his office without interference.

In the center of the room, between the telegraph counters and the cash grain tables, are the desks of the newspaper representatives. Among the most important services rendered by the Minneapolis Chamber of Commerce, and other grain exchanges, to the public is the gathering and disseminating of complete information regarding the values of grain, throughout the country. No charge is made to the newspapers for the space occupied in the exchange room by their representatives, who are offered every opportunity to secure and disseminate through the press all possible information which may be of value to the producers and shippers of grain throughout the Northwest. The Minneapolis daily papers all carry a "market" page, and these papers going out to the producers and shippers in the Northwest, shortly after the close of the mar-

edly perform an extremely valuable service to the public in this manner.

The present officers of the Chamber of Commerce are: William Dalrymple, president; B. F. Benson, first vice-president; John McLeod, second vice-president; John G. McHugh, secretary; E. S. Hughes, assistant secretary; C. T. Jaffray, treasurer. The annual meeting of the Chamber with election of officers is held in October.

While the volume of grain business at Minne-



MINNEAPOLIS CITY HALL AND COURT HOUSE

apolis is well known in a general way, it might be interesting to recall that in 1919 the receipts of wheat at that market were 110,723,690 bushels; corn, 8,792,280 bushels; oats, 24,928,040 bushels; barley, 33,637,250 bushels; rye, 13,047,100 bushels; flaxseed, 6,898,130 bushels.

Ranking with other markets in receipts, Minneapolis stands first in wheat, barley and flaxseed; second in rye; fourth in oats and sixth in corn.

In the pauses between meetings many of the visitors will want to get acquainted with St. Paul, which is the capital of the state and only a short

strains of cereals which have materially increased the grain crops of the Northwest. And also much has been done by the scientists of the school in the investigation and control of insect and fungus enemies of our farm products. The laboratories and fields where these results have been attained will prove of value, no matter how academic your interest in farm problems may be.

The University, since its successful start in 1868, has grown in leaps and bounds. Today the University occupies 40 buildings and its grounds comprise more than a hundred acres. Its total enrollment is estimated at 15,000. Its faculty numbers 650. Agricultural schools, short courses, extension division and so on, draw many thousands. More



AT THE UNIVERSITY OF MINNESOTA

than a dozen colleges and professional schools are maintained, including law school, medical school, college of science, literature and the arts, college of engineering and architecture, college of agriculture, school of embalming, college of dentistry, school of mines, college of pharmacy, college of education, graduate school, school of analytical and applied chemistry, university extension, and so on. The university proper is located between University Avenue and the Mississippi River from Eleventh Avenue southeast to Harvard Street. The University is rapidly completing one of the most comprehensive collections of wild animals and bird life outside of the Smithsonian Institution. These groups are not the conventional stuffed animals, but are wonderfully realistic reconstructions of scenes from the mountains, prairies and forests, with the animals placed in their proper setting. Many of these groups



NICOLLET AVENUE, MINNEAPOLIS

ket in the afternoon, give to the producers and the general public, exceptionally complete information regarding the values of grain in the various markets of the country. The gathering of this information by telegraph from the various markets of the country is a source of very considerable expense to the Chamber of Commerce of Minneapolis—the cost of telegraphic quotations ranging from \$15,000 to \$20,000 per year. All of this information is presented to the general public each afternoon free of charge through the newspapers; and the grain exchanges of the country undoubt-

distance down the river on the opposite side. The state building is a conspicuous landmark and is well worth seeing and every resident will tell you of many St. Paul features which should not be overlooked by anyone so near as the other twin city.

Another excursion suggested, is to the University of Minnesota, whose splendid campus is a short car ride from the West Hotel. The grain trade is under a great debt to the University, for its Department of Agriculture and experiment stations have been instrumental in developing many new



HENNEPIN AVENUE, MINNEAPOLIS

are completed, and it is well worth a trip to the campus to see them.

At the time of the convention the University will be in session, and there is real inspiration in seeing so many young people together preparing to take their place in the world's work and devoting four years of their lives to better fit themselves for the responsibilities they will carry. The University of Minnesota ranks high among the educational institutions of the country, and is generously backed by the state in financing its activities. Naturally the twin cities give it every encouragement for 15,000



students represent a material spending power in addition to the cultural advantages it brings to the community.

#### THE MEN BEHIND THE GUN

When you have exhausted the pleasure and profit of these features which have been suggested, and are looking for new worlds of interest to conquer, you can apply to A. F. Owen of the Cargill Commission Company, or one of his corps of able assistants, and your utmost wish will be gratified.

Mr. Owen is the chairman of the Reception Committee. If you have trouble with your hotel reservations, he is the man to fix it up. He or other members of the committee will be ready to greet



A. F. OWEN  
Chairman Reception Committee

you when you arrive, look after your comfort while there, and speed your parting when you leave. It sounds like something of a man's size order to thus care for 1,500 or more guests. But if you doubt that it will be done it is because you don't know Mr. Owen.

W. T. Fraser of the Cereal Grading Company is chairman of the Entertainment Committee. This committee has perfected plans for the banquet which will be held in the Armory, and our advices intimate that it will be some banquet. Not less than 2,000 will be seated and served at one time, and anyone who has made arrangements for an affair of this magnitude knows that the committee has plenty to do.

The special entertainments for the ladies will be directed by C. B. Rogers of the Van Dusen-Harrington Company. There will be from 300 to 500 ladies present, judging from past history, and conveyances must be assembled to carry them all on the long drive on Tuesday. Needless to say, with Mr. Rogers on the job, the cars will be there and the luncheon will be ready at the Lafayette Club when the ladies arrive.

Now all these arrangements, which will contribute to the pleasure of the dealers and ladies who attend the convention, will require financing. The chairman of the committee which will have this important phase of the work in charge is John R. Marfield of the Marfield Grain Company. Mr. Marfield is a former director of the National Association and is well qualified for his position. There is no question but that there will be ample funds for all purposes, and that expense will not stand in the way of getting the best to be obtained for everybody.

The work of these committees will be co-ordinated and directed by General Chairman LeRoy D. Godfrey, president of the Godfrey Grain Company and a director of the Association representing the Northwest. Mr. Godfrey is a comparatively young man but has shown a great amount of initiative and

constructive ability. His selection as general chairman has been fortunate, for the convention affairs have moved forward without a hitch, and now, almost a month before the gavel falls, arrangements are practically completed to the last detail, as the full program which concludes this article will show.

#### THE GRAIN DEALERS NATIONAL CONVENTION

The annual meeting of the Grain Dealers National Association is undoubtedly the most important event in the grain world. Its deliberations mark the progressive changes which have taken place in trade practices in recent years, and its counsels are highly regarded by those in authority. Every dealer owes to himself the benefit of these meetings, and more than ever before should he make the effort to attend the Minneapolis convention on October 11, 12 and 13, for a new plan has been inaugurated by President P. E. Goodrich which promises to be the most important innovation that has been tried in years. The convention will be divided on one day into three sections: One section will be for country grain shippers and will be presided over by F. G. Horner of Illinois. The second session will be in charge of C. L. Niemeier of St. Louis, and will devote its discussions to the problems of the terminal markets. The third section



LE ROY D. GODFREY  
General Chairman Convention Committees

will be devoted to the interest of feed manufacturers and dealers, a branch of the business which is gaining importance each year for grain dealers. Of this section A. W. Goodnow of Boston will be chairman. Thus every delegate will have an opportunity to get first hand information on the branch of the business in which his chief interest lies. Each session will be open, of course, and no one will be restricted as to which meeting he shall attend, but undoubtedly much more can be accomplished in this division and the concentration of interest for each particular branch of the grain or elevator business.

The speakers on the program are men of nation wide prominence. Among them will be Congressman John J. Esch, chairman of the Committee on Interstate and Foreign Commerce, and co-author with Senator Cummins of the Esch-Cummins Bill which provided for the return of the railroads to private ownership and which is one of the best pieces of constructive legislation enacted in recent years. Mr. Esch comes from La Crosse and represents the Seventh Wisconsin District. He is a recognized leader in Congress and is one of the most able men in Washington. Naturally he will speak on the Transportation Act and will have the latest information as to how it is working out.

Another speaker will be Harry A. Wheeler of Chicago, formerly president of the Chamber of Commerce of the United States. He is one of the

most engaging speakers in public life, and has his finger on the pulse of business and is a student of the times. Mr. Wheeler will have a message worth going far to hear.

Peter W. Collins of Boston is another speaker who will have some interesting things to say. He will speak on "The Truth About Socialism." Grain dealers do not have to be told that Socialism, under whatever name or disguise it happens to be, is a growing menace to the trade and to the country. Mr. Collins has made a deep study of the various currents in America which lead to the abyss in which the socialists would plunge our national institutions. He has given up his business to tell the country what he has found, so impressed is he with the menace of it. So that his message will be worth hearing.

George Livingston, chief of the Bureau of Markets; Wayne Dinsmore, live-wire secretary of the Horse Association of America; Dr. R. Magill, secretary of the Winnipeg Grain Exchange; and the Hon. F. B. Kellogg, U. S. Senator from Minnesota, will also appear upon the program.

While these addresses will all have something of value for each one in meeting his problems during the coming year, of even greater importance will be the actual transactions of the meeting and the reports of the various committees.

The National Association is fortunate in having experts at the head of every committee. Henry L. Goemann, chairman of the Transportation Committee and who has been devoting practically all of his time for the last few years on railroad problems, is one of the acknowledged traffic experts in the country. He is known and respected on every railroad system in America, and the Interstate Commerce Commission is fully cognizant of his ability and gives attention when he speaks. Mr. Goemann's contention in the case on loss and damage claims was accepted almost in toto by the Commission. The rate adjustments which the flat increases



W. T. FRASER  
Chairman Entertainment Committee

make necessary for the grain trade, and which were particularly provided for when the rate advance was allowed to the railroads, will need the most careful handling, and no doubt Mr. Goemann will have something to say on the work that has been done on this problem. It is one which effects every shipper no matter to which market he sends his grain.

The legislative situation is no less important at this time than transportation. The country has been flooded by propaganda against the grain exchanges, and, incidentally, local propaganda has been directed against privately owned country ele-





UNION ELEVATOR, UNION TERMINAL ELEVATOR COMPANY



ELEVATOR "K," SHEFFIELD ELEVATOR COMPANY

vators. Undoubtedly there will be a determined effort made in Congress to pass anti-speculating legislation. Senator Capper of Kansas is said to be back of some such program and there are plenty of others, with the misinformed Farm Federation vote in view, to bear him company.

A. E. Reynolds, chairman of the Legislation Committee has had years of experience at Washington. He has met many crises which would have spelled disaster to the trade, and his convincing logic before Congressional committees has many times headed off destructive bills that were strongly supported. Mr. Reynolds' strength lies in the fact that Congressmen have come to know that he does not ask unreasonable things. If he opposes a bill there is a real economic principle at stake; when he urges a measure it is because there is a pressing need for it. Mr. Reynolds does not waste his time nor that of the legislators on non-essentials, he is not a fusser, and all Washington knows it. His discussion of the legislative situation will be, as always, one of the high points of the meeting.

F. E. Watkins on Trade Rules; L. W. Forbell on Merchant Marine; and George H. Davis on Telephone and Telegraph Service, will have reports that effect your business every working day, and which you should certainly hear.

But this is not all. Many dealers come away

from these annual meetings convinced that, how- ever great the amount of information and pleasure

never met the principal with whom they have been doing business, perhaps for years, at the terminal. Their relations have been satisfactory perhaps, but there certainly is more pleasure in doing business with a man you know personally.

There never will be a better time to make these acquaintances than at the present meeting. A special train will carry dealers from Chicago and markets South and East, and other trains will bring hundreds from the Southwest and West. The Pacific Coast will be well represented and shippers will come from every direction. In attendance, in interest and in importance, the meeting promises to overtop all that have been held in the past. Of one thing every dealer can be sure: If he has any regrets it will be because he stayed at home, and not because he went. You may read the complete report of the meeting in these pages next month, but it will not be like hearing the discussions yourself; there will not be the stimulation of personal contact, nor the conversations with friends, perhaps with competitors, from which you may derive more information than the formal meeting itself. Make up your mind to go and make your reservation at once. If you are coming from the South or East, make a Pullman reservation on the Chicago Special through John R. Mauff, secretary Chicago Board of Trade. But however you come—come!



THE WASHBURN-CROSBY ELEVATOR

derived from the sessions, the most direct value to the individual is in meeting old friends and making new ones. There are many shippers who have

however you come—come!



CARGILL ELEVATOR "T," CARGILL ELEVATOR COMPANY





MONARCH ELEVATOR, THE PEAVEY COMPANY

## PROGRAM

**Monday, October 11, Morning Session, 9:30 o'clock**

Note—The first session of the convention will be held at the New Palace Theatre, one-half block from the West Hotel. All subsequent sessions are to be held in the regular convention room on the second floor of the West Hotel.

Call to order by the president.

Congregational singing, led by Fred W. Haigh, of Toledo, Ohio, with W. W. Cummins, of Toledo, at the piano. (Each session of the convention will be opened with a few minutes of congregational singing, led by Mr. Haigh. This is merely to start the sessions off with verve and animation. Patriotic and popular songs will be sung.)

Invocation—Rev. Dr. John Tallmadge Bergen, Minneapolis, Minn.

Address of welcome on behalf of the city of Minneapolis—Hon. J. E. Meyers, Mayor of Minneapolis.

Address of welcome on behalf of the Minneapolis Chamber of Commerce—B. F. Benson, president.

Address of welcome on behalf of the State of Minnesota—Hon. J. A. A. Burnquist, Governor.

Response on behalf of the Grain Trade—B. E. Clement, president of the Texas Grain Dealers Association, Waco, Texas.

President's annual address—P. E. Goodrich, Winchester, Ind.

Report of the secretary-treasurer, Charles Quinn, Toledo, Ohio.

**Monday, October 11, Afternoon Session, 1:30 o'clock**  
"The Truth About Socialism," Peter W. Collins, Boston, Mass.

Transportation—Henry L. Goemann, chairman, Mansfield, Ohio.

Committee on Natural Shrinkage—Henry L. Goemann, chairman, Mansfield, Ohio.

Address—George Livingston, chief of the Bureau of Markets, U. S. Department of Agriculture, Washington, D. C.

Uniform Grades—C. T. Doorty, chairman, Buffalo, N. Y.

Telephone and Telegraph Service—Geo. H. Davis, chairman, Kansas City, Mo.

**Tuesday, October 12, Morning Session, 9:30 o'clock**

Address—"Business and the Great War," Harry A. Wheeler, Chicago, Ill., first president of the Chambers of Commerce of the United States.

Legislation—A. E. Reynolds, chairman, Crawfordsville, Ind.

Address—Wayne Dinsmore, secretary of the Horse Association of America, Chicago, Ill.

Membership—Alex. W. Kay, chairman, Chicago, Ill.

Merchant Marine—L. W. Forbell, chairman, New York, N. Y.

Rejected Applications—H. E. Botsford, chairman, Detroit, Mich.

**Tuesday, October 12, Afternoon Session, 1:30 o'clock**

(The entire afternoon will be devoted to three "group" meetings. Group No. 1, composed of terminal market dealers, will meet together. Group No. 2, composed of country shippers, will assemble in a separate room, and Group No. 3, composed of feed dealers and feed manufacturers, will meet by themselves in a third room. The meeting of terminal market dealers will be led by Chas. L. Niemeier, president of the St. Louis Merchants' Exchange, St. Louis, Mo. The chairman of the meeting of country shippers will be F. G. Horner, president of the Illinois Grain Dealers Association, Lawrenceville, Ill., while A. W. Goodnow, of Boston, Mass., will be chairman of the meeting of feed dealers and feed manufacturers.)

**Wednesday, October 13, Morning Session, 9:30 o'clock**

Reports from the chairman of the three group meetings held on the afternoon of Tuesday, October 12.

Address—"The Railroad Question from the Standpoint of Congress," Hon. John J. Esch, chairman of the House Committee on Interstate and Foreign Commerce, and co-author of the Esch-Cummins Bill.

Crop Reports—W. S. Washer, chairman, Atchison, Kan.

Address—Dr. R. Magill, secretary of the Winnipeg Grain Exchange, Winnipeg, Man.

Trade Rules—F. E. Watkins, chairman, Cleveland, Ohio.

Arbitration Appeals—Elmer Hutchinson, chairman, Arlington, Ind.

Report of Committee on Resolutions.

**Wednesday, October 13, Afternoon Session, 1:30 o'clock**

Arbitration Committee No. 1—C. D. Sturtevant, chairman, Omaha, Neb.

Arbitration Committee No. 2—George S. Bridge, chairman, Chicago, Ill.

Arbitration Committee No. 3—S. L. Rice, chairman, Metamora, Ohio.

Arbitration Committee No. 4—G. E. Patteson, chairman, Memphis, Tenn.

International Relations—Joseph Quintal, chairman, Montreal, Que.

Milling and Grain Joint Committee—Thad. L. Hoffman, chairman, Wichita, Kan.

Feed and Grain Joint Committee—A. W. Goodnow, chairman, Boston, Mass.

Hay and Grain Joint Committee—W. H. Toberman, chairman, St. Louis, Mo.

Demurrage—Seth Catlin, Jr., chairman, Boston, Mass.

Unfinished business.

Election and installation of officers.

New business.

Adjournment.

## ENTERTAINMENT

## For Ladies and Gentlemen

Monday, October 11—Orpheum Theatre at 8 p. m.

## For the Ladies

Tuesday, October 12—At 10:45 a. m. chartered cars will leave Fifth Street at First Avenue North for Excelsior. At 12 m. chartered cars will leave Excelsior for a tour of the Lower Lake. At 1 p. m. there will be a luncheon at the Lafayette Club. At 3 p. m. the boats will leave Minnetonka Beach for a tour of the Upper Lake. At 4 p. m. the cars will leave Excelsior for Minneapolis, arriving at Minneapolis at 5 p. m.

## For Ladies and Gentlemen

Tuesday night, October 12—Dinner at the Armory at 7 o'clock. The speaker of the evening will be Hon. Frank B. Kellogg, United States Senator from Minnesota.



REPUBLIC ELEVATOR, THE PEAVEY COMPANY



GREAT NORTHERN ELEVATOR, INTERNATIONAL GRAIN COMPANY



INTERIOR ELEVATOR, INTERNATIONAL GRAIN COMPANY





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#### ADVERTISING.

This paper has a large circulation among the elevator men and grain dealers of the country, and is the best medium in the United States for reaching persons connected with this trade. Advertising rates made known upon application.

#### CORRESPONDENCE.

We solicit correspondence upon all topics of interest connected with the handling of grain or cognate subjects.

Official Paper of the Grain Dealers National Association and of the Illinois Grain Dealers Association

CHICAGO, ILL., SEPTEMBER 15, 1920

### IMPROVEMENTS IN THE FUTURE

WHILE most of the state railroad commissioners have accepted the rate decision of the Interstate Commerce Commission as just, and have raised intrastate rates to correspond, in a few commonwealths there are complications over the fact that intrastate rates, both passenger and freight, were fixed by legislative enactment during that period when badgering the railroads was the favorite indoor sport of politicians. For the most part, however, the new rates will be equalized in state as in interstate commerce.

Every shipper realizes that the roads needed the increase, and now it is secured many shippers look for immediate improvement. But in this they will be disappointed. Rules have been put into effect that facilitate greater loading, but so far as actual improvement of equipment is concerned several years must elapse before material betterment is noted. At the present time there are orders for something over 50,000 new cars standing, not enough to more than take care of the normal retirement of old cars. But the car shortage can to a considerable extent be overcome by a greater daily car movement, less delay in loading and unloading, and increasing the loads. There are about 2,460,000 cars in the country. They move only 9 per cent of the time. Eleven per cent of the time is used in loading and the same amount in unloading, while 69 per cent is taken up with switching and delays in terminals and in repairs. From this it appears that improvement in terminals is even more important than increasing the car supply.

If the car movement were increased by one hour per day for each car, it would be equivalent

to adding 102,500 cars to the available supply. Most of the roads are extending their energy in increasing the movement rather than in enlarging their equipment at present high costs. The effect will be the same, and for a temporary expedient will answer. When the new cars and terminals are finally supplied, these together with the improvement in mileage should make the railroads the effective instrument for increasing our national prosperity that they should be. But in the meantime we must have patience.

### I HEAR YOU CALLING ME

THIS title does not refer to the justly popular song which John McCormack sings, but it refers to the twenty-fourth annual convention of the Grain Dealers National Association at Minneapolis on October 11, 12 and 13. Do you hear it calling you? Good,—then we'll meet you at the convention.

The meeting this year will have many features of interest, and Minneapolis itself, one of the largest grain markets in the world, should be sufficient to attract. The program, which will be found on another page, offers a variety of matters of the greatest value to every dealer. An innovation which promises well provides for sectional meetings covering the particular interests of country shippers, terminal markets, and feed manufacturers and dealers, each in a separate group. Special problems in this way can receive attention which would be impossible were the interests not divided for this session.

The termination of Government control and the return of the railroads with their increased rates have precipitated a new batch of problems which will be discussed at this meeting for the first time. Certainly every dealer should hear the call.

### INSTRUCTOR IN ECONOMICS WANTED

FORCED auction of the raisin crop by the Federal Trade Commission and subsequent indictment as a monopoly must have been a great shock to the raisin trust, which considered itself immune to the Sherman Anti-Trust Law, inasmuch as the trust is made up of cooperative raisin growers. It must have been a shock also to the American Farm Bureau Federation, whose Committee of 17 is investigating that same trust with the view of organizing the grain farmers of the country into a company to control the price of cereals.

The Farm Bureau officials apparently do not realize that the price of our grain crop is made each moment during which the grain exchanges are open, by bids made in the open pit, the bids or offers coming from all parts of the world, the resultant price being the index of supply and demand, and not an arbitrary figure set by any board of trade or group of speculators. A recent meeting of wheat growers in Salina, Kan., passed resolutions to hold their wheat for \$3 per bushel, recommending the building of storage bins on the farm.

If wheat is worth \$3 on a world basis these Kansas growers will get it; if it is not, they won't. There is not, nor can there be, a world

monopoly on wheat, Mr. Sapiro to the contrary notwithstanding. The American Farm Bureau Federation have much to learn, and should at least take the kindergarten course in grain marketing.

### IT'S UNDER YOUR HAT

SOME of the fire hazards in elevators are described by J. W. Just of Columbus, Ohio, in the article "The Ever Present Fire Hazard" in this issue. The causes of most fires are due to factors which can be easily controlled; there is no inherent fire risk in the grain handling business. In fact, Mr. Just concludes that ignorance and carelessness are the only real fire hazards in the elevator.

Your safety and that of your property depend on your attitude of mind; it is under your hat. If you inform yourself of the chief causes of fire and then eliminate them and keep them eliminated, you will have no trouble. If you sleep at the switch you are inviting loss, and perhaps ruin, for very few houses these days are insured for anything like their replacement value, and the difference would have to come out of your own pocket, if you are fortunate enough to have a pocket so capacious. The point is—Watch the risky places and see that they are safe, not once a month, but all the time.

### SOFT CORN

ALREADY farm journals and other agencies are warning producers and dealers that they may expect a large amount of soft corn this year. The wet summer has developed a great quantity of ears which might make a record crop, but the cold weather has slowed up development so that it is quite certain a large part of the crop will not reach maturity before frost.

Soft corn is by no means a loss on the farm, as its feeding value in silage is high. But the trouble lies in the grain that is allowed to harden before maturity, resulting in chaffy kernels and a moisture content so high that large quantities spoil in handling. Moisture of 25 to 40 per cent may be expected and the elevator which receives such corn and has no facilities for drying it before shipment may look for trouble.

Sometimes an off crop, such as this promises to be, is profitable to the dealer, but only when he takes due cognizance of the risk he assumes in the price which he pays. At best the handling of moist corn is a gamble, and the dealer certainly should not be expected to assume all the risk. The season calls for careful and conservative merchandising.

### ADVERTISING WITH PRIZES

ANNOUNCEMENT that the Chicago Board of Trade has again donated \$10,000 in prizes for grain in the International Live Stock Exposition brings to mind the advertising value for country grain dealers in prizes for local grain displays. The grain exhibits at the Exposition last year were exceptionally fine, and this competition undoubtedly stimulates farmers to raising better cereals and hays. Our



future increase in production must come from increased yield rather than extended acreage, and proper seed selection is an important factor toward this end. While the Chicago prizes are offered to encourage raising better strains of grain, they are not without advertising value as well.

In a local exhibition of grain or a county fair, the advertising which would accrue to a country elevator which offered a cup or other prizes for the best exhibit of seed grain would be great, and at the same time would help in increasing the yield which would fall to the elevator to handle. Such prizes need not be expensive, but if proper publicity were given to the gift the elevator would lose nothing by it.

We know that several grain companies have done this in the past and would be glad to receive details of other prize offers.

### THE GOVERNMENT ESTIMATE

NOTHING sensational developed from the Government crop report, issued on September 8. The gains in corn and oats and the losses in spring wheat having been predicted in private estimates and discounted in the market. The corn crop promises to be the largest in our history with an indicated yield of 3,131,000,000 bushels, which is 214,000,000 bushels greater than the yield last year and 6,000,000 more than the previous record made in 1912. The gain for the month was 128,000,000, the yield per acre being raised to 30.2 bushels.

Oats forecast is 1,442,000,000 bushels, which is 6,000,000 above the average for the last five years, including the best three years in crop history, but 150,000,000 bushels under the record yield of 1917. The gain for the month was 40,000,000 bushels, the acre yield being 35.1, which is three bushels above the average.

Spring wheat shows a loss of 25,000,000 for the month, due to rust and scab largely, but the estimated total of 237,000,000 bushels is 26,000,000 above last year, the acre yield being 12.2 bushels. With the winter wheat total of 533,000,000 bushels all wheat will make 770,000,000, which is 170,000,000 under last year, and will not be a burden at any time.

The barley estimate is for 195,000,000 bushels; rye, 77,900,000 bushels; flax, 11,800,000; rice, \$52,200,000; tame hay, 88,200,000 tons and wild hay, 18,300,000 tons. Kaffirs promise 134,000,000 bushels; and beans 9,100,000, which is a short crop.

### THE VALUE OF WHEAT

DEAN ALFRED VIVIAN of the Ohio College of Agriculture estimates that it cost \$2.80 to raise a bushel of wheat this year. According to his figures, "the purchasing power of a bushel of wheat is no more than it was in 1914. A suit of clothes which could be bought a few years ago for 35 bushels of wheat, still costs 35 bushels of wheat."

This statement is rather interesting and should have considerable significance for the economist. No commodity has a more fixed valuation in terms of labor required than has wheat. During the last six years there have been radical changes in the money value of wheat, but it seems that its exchange value,

wheat for clothes, and other commodities as well, has remained practically the same. In the long run all valuations are based upon the labor required in production. A suit of clothes, then, takes as much labor to produce as 35 bushels of wheat. If this assumption is correct, and the last six years are certainly a fair test if any period of time is, then the relationship will not vary. If, by monopolistic associations the wheat grower forces the price of wheat to a higher level, he can assume that other commodities will follow and be re-established on a corresponding level. He cannot expect to get more for his wheat and pay less for the things he buys.

Dean Vivian shows that the relationship has been pretty well fixed in the past. Is it stretching the imagination to assume that a higher law than artificial monopoly will preserve the balance? Nature is not class conscious, nor does she play favorites. If the present relationship between 35 bushels of wheat and a suit of clothes is just, it will be preserved.

### STIMULATING LAKE TRAFFIC

BUFFALO has had some heavy seasons in the past, as well as some light ones, but the new schedule which advances the at-and-east rate from c. i. f. Buffalo, Erie and Fairport, will probably bring to that market more grain than it has ever handled in any season before. The new differential between Buffalo and Chicago is 12 cents as against 7 cents before. This will materially enlarge the territory where rail-lake-rail shipments are profitable. Incidentally the Lake Superior and Lake Michigan ports will gain, and the receipts at the Lakes, both East and West, should increase materially. Duluth, Milwaukee and Chicago are all preparing for a busy lake season, and fortunately all are well supplied with elevator capacity to take care of it.

The new lake-rail differential was put into effect at the solicitation of the railroads themselves which were willing to accept 25 per cent advance from Buffalo rather than the 40 per cent allowed by the Interstate Commerce Commission, because it would release thousands of cars for the country grain movement, which were formerly used in the long seaboard haul. Farm organizations and shippers were also back of the petition, for they will gain even more than the railroads by diverting new grain to take transport. Complete accord of farmers, shippers and railroads on any point suggests the millenium.

### ARE FARMERS HOLDING?

THE agitation among farmers for an organization to control the prices for cereals, according to the plan of Aaron Sapiro of prune fame, has not as yet resulted in the formation of a permanent organization. A number of local organizations have met, however, and have passed resolution to hold back their wheat and Sapiro the price to \$3 a bushel. Receipts at all terminals have been light, but how far this is the result of the Sapiro movement, rather than the lack of cars, is a question.

The early movement in wheat has varied greatly in past years. In July, 1915, 7.1 per cent of the crop was marketed, while in 1918

in the same month 17.6 per cent left the farmers' hands. In August, 1915, only 11 per cent was sold; in 1917, 12.4 per cent; and in 1919, 23.2 per cent. The September figures show: 14.4 per cent in 1915; 15.5 per cent in 1914; and 19.3 per cent in 1917. This variation shows that small receipts may be due to causes quite distinct from an organized farmer movement, and the present car situation is certainly in itself a cause to upset all previous figures. While there are many farmers who seem ready to accept the Sapiro fantasy, the rank and file are too conservative to be drawn into a plan which, not this year perhaps, but ultimately, would open our grain markets to complete exploitation by foreign producers.

### VIOLATING THE ACT

SECRETARY Meredith of the Department of Agriculture recently sent out a notice that three grain firms have been found guilty of violating the Grain Standards Act by stating the grade to be higher than the inspection certificate showed, the certificate being withheld. In all the cases reinspection was demanded and the grain found to be of lower grade than that assigned by the shipper. In each case the grain had been inspected previous to shipment.

These cases violate the Act, no penalty being attached, but what is much more serious, they violate every principle of business ethics and give the trade a black eye. In the main the grain trade can be proud of its record in all its dealings. A large part of the business is done on a basis of mutual trust, and the integrity of a great majority of traders is unquestioned. But cases of dishonest dealing occur and they should be stopped. Before business ethics were developed and demonstrated as the only policy worth while, there was plenty of chicanery in the grain trade, as there was in most other lines, but in more recent years a new spirit dominates the trade, and it is too bad that instances of downright dishonesty should occur to mar the reputation most dealers have labored so hard to build up.

The three cases cited are not the only ones that have occurred and it will be a good thing for the trade at large when every cheater is exposed. Each case makes capital for the enemies of the grain trade system, and to this extent the innocent have to suffer with the guilty.

A Kansas farmer started out to beat the market speculators and profiteers. He insured his wheat crop in two companies for more than it was worth, and then employed two boys to set fire to it. The farmer landed in jail. There should be Congressional action against such penalty for merely protesting against the dishonest speculators.

"The distinctive features (of the North Dakota Grain Inspection Law) are affording the farmer the same protection as has been afforded to the grain dealers and the gambler in food products," says Dr. E. F. Ladd. What will North Dakota do for home brewed blah when Dr. Ladd goes to Washington to take his new seat in the Senate?



## EDITORIAL MENTION

Many men have strong views as to the probable trend of the grain markets, but comparatively few are risking their dollars on their judgment.

The United States Grain Corporation has begun the publication of some of its wealth of war statistics. The complete story will be of great value.

Oklahoma is the latest state to agitate for state owned elevators. An appropriation for \$2,000,000 is to be asked of the next legislature for this purpose. It's Oklahoma's tax money, why should we care?

There are about 14,000 co-operative marketing associations in the United States. They have had a number of years of prosperity. It will be interesting to see how they stand the gaff of the lean and difficult years.

While September 1 is rather late to have new rates go into effect for lake-rail shipments, there has been no accumulation of grain at western lake ports so that the delay did not make much difference to grain shippers.

The United States Grain Corporation issued licenses to 412 terminal elevators, 1,166 Pacific Coast elevators, and 16,187 country elevators and brokers. In 1920 counting both main and branch houses, 21,490 elevators were licensed.

The market situation is interesting. Cash wheat is about 20 cents over December. The question is: How much can the railroads accumulate at terminals before the first of the year? For the outsider the developments will be worth watching.

The Swiss Government has established a state monopoly on all imported cattle food. Milk and cheese production are among Switzerland's chief industries. We trust that the monopoly will not affect the size of the holes in the cheese. They are large enough now.

France, according to Andre Liesse, will have to import over 70,000,000 bushels of bread grain this year. The bread subsidy will cost the Government 1,300,000,000 francs for the year. This makes a rather interesting comparison with the surplus which our Grain Corporation turned back to the Government. It shows, as well as any figures published, the fortunate position this country has been and still is in compared with others.

The Montana Grain Grading, Inspection and Warehousing Commission has raised the rate that may be charged for handling wheat by public warehousemen, from two cents a bushel to four; and for flax, from three to six cents. The work of handling wheat this year no doubt can be done for four cents, but whether the risk can be assumed for that margin is a question which only the balance sheet can answer. But

the risk involved in business is a thing which public commissions rarely take into consideration because they do not appear on the ledger and because commissioners are usually politicians and not business men.

The Billings, Mont., Commercial Club is investigating the cause of such wide variation paid for wheat at country elevators. One reason given is that some elevators are not in wire connection with market centers. Another may be that some buyers are wisely playing safe in a very difficult period.

Reports from many sections state that the bulk of the grain is being hauled to elevators, and from elevators to mills, by truck, some owned by city drayage companies and some by the farmers and by elevator companies. The houses not supplied with truck dumps are working at a disadvantage.

In spite of the barberry eradication campaign 250 bushes were discovered in North Dakota in July. Losses from rust this year were severe, but it is gradually getting more difficult for the fungus to make headway. The time may come when it will be eradicated. We wonder what the new pest will be then.

Grain growers of Kansas have petitioned the state industrial court for a modification of the car distribution order. They claim that elevators and mills are given preference in the distribution of grain cars. Just how the distribution should be regulated to suit the growers is not stated, but we can imagine.

While Argentine and Australia are great grain producing countries and at times rival the United States in the amount of their exportable surplus, neither country is as dependable in its production as America and for that reason the business of farming is far less stable. In Argentine, for instance, the corn yield has varied in different years from 4 bushels per acre to 35. In this country the greatest variation has been from 17 bushels in 1901 to 30 bushels in 1906.

Japan is making an effort to educate its people to eating wheat bread instead of rice. In Manchuria, Japan has an abundant source of bread, while it has to go much farther for its import rice. In the meantime Manchurian wheat is trying to find an outlet in this country. Two cargoes were recently received at a Pacific Coast port at a price 10 cents under the local market. Manchuria, Siberia and China have limitless possibilities for growing wheat and when the business becomes organized and stabilized, the Malthus starvation period will be further delayed by so many years that we will not have to worry about it.

The Government reported that out of 38,770,000 acres of winter wheat planted last fall, 4,605,000 acres were abandoned. But it makes no mention of the volunteer wheat. Kansas reports that there are hundreds of fields of volunteer wheat and that yields of 30 to 40 bushels were common. A few cases of 50 bushels to the acre were reported. Only an extraordinary growing season allows a self-sown field to pay

for itself. Western Kansas had the right conditions this year and the farmers are getting the benefit. But there is danger in volunteer wheat. It makes a perfect winter resort for the fall brood of Hessian fly.

A farmer in Montana complained that his wife's teeth were so poor that she could not help him harvest his crop. An appropriation was made for a new set of teeth for the lady out of the state seed emergency fund. So far as we know this is the first time since the days of Jason that teeth have been used for purposes of state.

City-beautiful building restrictions do not, as a rule, conform to commercial requirements. Portland, Ore., in a spasm of artistic frenzy limited the height of buildings to 60 feet in 1911. A special permit had to be issued to the Portland Flour Mill Company for an elevator 90 feet in height, and now the same firm has applied for a 115-foot permit. *Art nouveau* and 1920 business do not mix.

The financial situation has not surmounted the critical stage for grain dealers as the delays in shipment have tied up large sums in the country districts and terminal banks are in no position to extend credit indefinitely to country correspondents. The banking situation does and will continue to reflect the transportation service. If car movement continues to improve corresponding sums will be released for further loans.

The State Corporation Commission of Virginia has construed the order of the Interstate Commerce Commission on minimum loading of grain, to mean that on intrastate shipments grain may be loaded to the marked capacity, over 40,000 pounds, without regard to the space between the load and the roof of the car. This promises pleasant times for grain samplers and inspectors in Virginia and some surplus costs for shippers within the state.

Much of our present railroad trouble lies in the congestion at the ports. A great quantity of grain has been bought for export and is being rushed to the ports for shipment. Relief can come only from a liberal supply of ships to carry the grain away. And yet many people assume that the subjects of foreign trade, merchant marine, and international relations do not concern them. As a matter of fact no part of the world is quite independent of any other part, no matter how remote, nor how seemingly far removed in interest.

Senator Capper's Farmer says that "No more infamous piracy has been attempted or perpetrated on this much victimized nation than the present great raid on the Chicago grain pit." Instead of wasting his energy in vituperation, Senator Capper should rejoice. The grain which steadily declined in value was sold. If, as he says, there is not enough wheat to go round, all the farmer has to do is to hold on to it, and the price will certainly rise. Then the "gamblers" will be hoisted with their own petard, which is, apparently, just what the Senator wants.



MARTIN MULLALLY  
St. Louis

# NEWS OF THE TERMINAL MARKETS

R. G. CHANDLER  
Chicago

## SMALL RECEIPTS AT BUFFALO

S. M. Ratcliffe of Buffalo, N. Y., in a recent letter on the local situation in his market says, in part: "The price for cash wheat, particularly soft winter, held firmly here. Bids on track September 11 were \$2.70, but not enough arriving to take care of daily requirements. Corn and oats are in good supply at Buffalo, with market in buyers' favor."

## AND GUS SMILED

H. A. Foss, chief weighmaster for the Chicago Board of Trade, and known throughout the country wherever grain men foregather, was a happy man



FRANK FOSS IN ACTION

on August 20, last. Now Gus has had a good many honors on his own account, but none of them brought the expansive smile that was in evidence when the news came that his son, Frank K. Foss, a member of the American Olympic team in Belgium, had established a new mark in the pole vault, breaking the former world's record, held by himself.

After he had won the event by a mighty leap, the bar was raised to 13 feet 5½ inches, nearly two inches higher than the best previous mark. Twice he tried and failed, but on the third trial he cleared the bar with plenty to spare.

The crowds at the games gave him the greatest ovation that had been accorded any of the athletes, and the members of the American team carried young Foss from the field on their shoulders, amid waving American flags and cheers in 20 languages. No wonder Gus smiled.

## CORN AND OATS AT PITTSBURGH

The receipts of corn in the Pittsburgh market for the past week have been ample for trade requirements and our market values show prices three to five cents per bushel under western terminal market quotations. The offerings of corn from country points have been on the increase and it is apparent that there is much corn to be moved.

The receipts of oats have been quite liberal, but considerable grain is arriving out of condition. Only best grades of oats are in demand. The buying trade are slow to take hold of this commodity. The excellent crop of oats harvested in

the eastern territory would indicate that the consuming demand will be light for several months.

There appears to be less complaints regarding the car shortages at this time.—*Harper Grain Company, Pittsburgh, Pa., in letter of September 11.*

## BOARD OFFERS PRIZE

The Board of Trade of the City of Chicago has offered \$10,000 in prizes for the best exhibits of grain, hay and seeds at the International Live Stock Exposition to be held at the Union Stock Yards, Chicago, November 27 to December 6. The Board inaugurated this custom last year as a means of stimulating interest in raising larger and better crops of grain.

## HOW MUCH WILL WE EXPORT?

The Halliday Elevator Company of Cairo, Ill., in a letter dated September 11, says:

"As we see it, the whole situation now is a matter of how much we are going to export on corn and wheat and we are furthermore impressed in a most pronounced way, with the fact that the market on oats based on a purely domestic demand, continues well sustained. If we get to a point where oats can be exported and we believe that time is not far distant, our idea is, that oats will sell very much higher than at present."

## SLIGHT INCREASE IN WHEAT OFFERINGS AT ST. LOUIS

The car situation continues to be the principal factor in the movement of grain, and the receipts in the St. Louis market during the past week show very little increase. There has been a little gain in the offerings of wheat, which, during the early part of the week, were in good demand. Following the usual custom, buyers expected large offerings Tuesday (September 7) to cover the three days' receipts, and orders accumulated, with the result that the market advanced under the excellent demand. The demand for wheat has fallen off since September 9, with prices again on the decline. Out of town millers have been our principal buyers.

The movement of corn has been fair, with a light demand during the early part of the week, increasing since the break, with local industries in the market the last day or two. There has been an excellent demand for oats of all varieties, coming mainly from the southern trade, with prices showing very little change, notwithstanding the fact that corn broke sharply.

A fair inquiry prevails for rye, with offerings very light. Kaffir and Milo has been dull, with offerings accumulating until September 10, when prices were lowered in order to effect sales, with the result that the accumulation was cleaned up at around \$2.34 to \$2.35 for No. 3 grades.—*Picker & Beardsley Commission Company, St. Louis., in letter of September 11.*

## SURPLUS BARS HIGHER PRICE

In the corn and oats situation there is no denying that the crops are bumper ones and must eventually reach the markets. With an oats crop of 1,442,000,000 and a Canadian yield 100,000,000 in excess of last year and a United States corn production well over 3,000,000,000 there is unquestionably a surplus in the country that must be an effectual bar to permanently higher prices.

There are many who believe, however, that corn and oats are cheap enough and relatively too cheap when terminal quotations reflect a figure to the producer less than \$1 and 55 cents respectively

for corn and oats. The quality of the new corn is undoubtedly adversely affected by the continued cold, wet weather. Grades under No. 3 and a large proportion of soft corn will likely result in the initial movement.

Present reported European import needs of small grains can and likely will be very much reduced under the pressure of ascending prices. There is an economic limit, and necessity may bring at least a partial reversion to the 1917 policy of rationing.—*Quinn-Shepherdson Company, Minneapolis, Minn. From letter of September 10.*

## WILLIAM S. MILES

The honor of president of the Peoria Board of Trade rests lightly upon William S. Miles of the firm of P. B. and C. C. Miles, one of the oldest grain houses on the Peoria market, for Mr. Miles is of the second generation. When it is considered that F. B. and C. C. Miles was established in 1875 and the two elder Miles' have filled all the offices at various times, at the disposal of the Board, Mr.



PRESIDENT W. S. MILES OF PEORIA

Miles may be said to have been to the manor born. At any rate, it is a little over six months since he was elected to this high office and so far, affairs have run on the Board with unusual success.

Mr. Miles is the son of P. B. Miles and was born in Peoria, Ill., June 2, 1876. After graduating from Peoria High School he entered Princeton University and left with Bachelor of Arts degree in 1899. In the fall of that year he entered the grain firm of P. B. and C. C. Miles and was also chosen a director of the Board that year.

He is a member of the Country Club of Peoria, Creve Coeur Club, and trustee of Second Presbyterian Church. He worked in the Red Cross drives during the war and was commissioned 1st Lieutenant in Co. H, 2nd Battalion 7th Regiment Illinois Reserve Militia, September, 1918. He served



on strike duty at Peoria, August, 1919, and on riot duty at West Frankfort, August, 1920. He was elected president of the Peoria Board of Trade in January, 1920.

#### ELECTION AT WINNIPEG

On Wednesday, September 8, the Winnipeg Grain Exchange held its annual general meeting. The retiring president, J. E. Botterell, delivered the presidential address, in which he continued the account of the history of the trade that has characterized the addresses of the presidents of the exchange in past years. The new president, N. L. Leach, was elected by acclamation, and C. H. Leaman was elected vice-president. Mr. Leach is the vice-president and general manager of the National Elevator Company, and Mr. Leaman manager of the Northern Elevator Company.

The following were constituted the Committee on Arbitration: Thos. Brodie, F. N. McLaren, J. A. Richardson, Geo. R. Crowe, W. S. Parrish, A. Thomson, and D. Horn. As a Committee on Appeals the following were appointed: J. B. Craig, E. W. Kneeland, D. Morrison, F. T. Evans, W. A. Matheson, C. Tilt and A. K. Godfrey.

#### W. R. COCKLE

The picture presented herewith is that of W. R. Cockle, western traveling representative for the Warren Commission Company, Peoria, Ill. Mr.



W. R. COCKLE

Cockle has been for the most part of his business life connected with the grain trade. For many years he acted as broker in the Peoria market for New York, Philadelphia and Baltimore grain houses. He made his present connection with the Warren Commission Company three years ago. He is a native of Peoria and travels from there through Illinois, Iowa and Minnesota.

#### MILWAUKEE TAKING CORN

Conditions in this market have been affected by the same factors which affect other markets and the Government report has not caused any radical changes in general conditions. Wheat is arriving here in extremely small quantities and our shipping demand is far in excess of the supply. Values do not change materially, especially so on Spring wheat.

Receipts of corn have been light and our market has been a good one during the past few weeks. Our mills absorbing all the yellow and white corn and other industries also in the market.

There is not much action in the cash oats mar-

ket. The views of buyers are varied, some figuring on a further reduction in values on account of the big crop and other apparently are looking for an advance in prices due to the comparative cheapness of this grain. Just how it will ultimately work out it is hard to say and it is necessary to await some new developments.—*E. P. Bacon Company, Milwaukee, Wis., in letter of September 11.*

#### BROAD DEMAND FOR WHEAT AT INDIANAPOLIS

Conditions prevailing on cash grain in the Indianapolis market are very much the same as over the country. There has been a good broad demand for wheat, all receipts being readily absorbed upon arrival, in fact they are insufficient to fill the demand.

With corn and oats the situation is practically the reverse, market being a very narrow affair, sales being made usually in one car lots, with a wide range of prices nearly every day.

Cars seem to be getting more plentiful, which should create lower prices on both corn and oats. Reports coming in every day from corn belt show farmers selling new corn this year delivery readily at 90 cents per bushel, which fact should relieve any one's mind as to the future course of this market.—*H. E. Kinney Grain Company, Indianapolis, Ind., in letter of September 11.*

#### "YOU LIKE CHINYMAN?"

Chinese market has great possibilities. China has almost as many people as Europe. Europe is a big buyer of American goods. Last year China imported goods to the value of only \$3 per capita. Obviously there is room for great expansion. The war hastened the awakening of the Chinese. They have made considerable industrial progress in the past 15 or 20 years. China has almost every form of raw material. Her mineral resources are especially rich and ample for all her needs. Labor is plentiful and cheap. She needs education, railroads and telegraphs. We are increasing our trade with China, but Japan is making the greatest gains. Chinese imports from Japan increased 714 per cent in 15 years. From the United States they increased 244 per cent, from Great Britain 49 per cent. The Chinese are honest, industrious and friendly to America.—*C. A. King & Co., Toledo, Ohio. From late Special Market Report.*

#### LOWER WHEAT PRICES SEEM RATHER REMOTE

The prospects for immediately lower prices (in wheat) seem rather remote, as North American exports are likely to remain large until other exporting countries enter into active competition. Much will depend upon the crops of the southern hemisphere and the ability of southeastern Europe to enter the export field. It is also well to bear in mind that domestic millers have followed a hand to mouth policy. Northwestern mills, as a rule, have failed to stock up and present grindings represent only about 25 per cent of their capacity. The domestic demand must improve sooner or later regardless of the price, for the American people consume practically the same amount of bread yearly without regard to economy that does not enter into the situation by reason of the country's productive ability.—*Simons, Day & Co., Chicago, Ill., in their latest market review.*

#### MUCH DEPENDS ON FROST

The trade now expects a record corn crop and assumes the oats yield of 1,422,000 will prevent long rallies during the marketing period. Arrival of frost would probably advance corn for a time but large old corn reserves and belief that frosted corn on a record crop is not a bull factor, are among current ideas.

In wheat—a strange situation is developing. The U. S. has probably 180,000,000 wheat for export only, of which 90 may be shipped and 50 sold ahead. This would leave about 40 more only, to be sold. When November arrives—the wheat market may be on a pure domestic basis. Domestic flour buyers may then continue their apathy. In wheat and

rye, it is presumably a mere formality of checking out our export surpluses. Europe is to take the last pound of rye and wheat. The bearish wheat influences for a time depend on reselling by exporters and U. S. general business trend.

Since November 1, 1919, Argentina has exported 125,000,000 coru. Her net export surplus September 10 may total 198. This is a large total against the 9 month period, before she ships new corn in May, 1921. Should the quality prove inferior, she would probably show 150 good corn for export September 10. The super U. S. crop will hurry her exports.

It is the history of grain that much bull interest is capsized when a domestic basis is reached. Sterling is near \$3.50 per English pound and while U. S. trade exhibits moderate rallies in spots against the fall, there is extreme conservatism.

If the period of September 10 to September 25 produces no frost of consequence, December and May corn may work lower. After the wheat surplus is sold it will be a question of how fast the farmer will clean up his wheat and leave the price burden to a peculiar world trade situation.—*E. W. Wagner & Co., Chicago. From letter of September 13.*

#### TOLEDO'S STRONG MAN

Turn to the book of Judges of the Old Testament and read in Chapters 13 to 16, inclusive, the history of the strong man, Samson. Samson was the son of Manoah and had a very pretty little history.



KENT IS STRONG FOR TOLEDO

rending lions as easily as smashing pasteboard boxes, killing 30 or more Philistines in rousing an appetite for breakfast, and getting into all sorts of trouble with his wife, Timnath, a daughter of the Philistines, just because he didn't have the nerve to tell her where she got off at. He was strong in his hair but weak in his intellect.

Then he met the fascinating Delilah who put the kibosh on him for keeps. He made her hep to the fact that if her brethren, the lords of the Philistines, would cut off his glossy locks, he couldn't lift a fly from off the linen table cloth. The playful Delilah, it seems, knew, like the majority of modern wives, when her man was telling the truth and when he was lying to her. Samson had at first stalled on all her inquiries. When he got down to the hair mattress she said to the lords of the Philistines that the mighty one had at last come across with all the facts in the case and if they would enter her chamber they could make mince-meat of their old enemy. Sure enough, the lady was right, and after his hair cut and shampoo they took Samson, put out his eyes, probably treating him pretty rough at the same time, and brought him down to Gaza bound with fetters of brass. He spent most of his life after that grinding grain in the prison house.

Now, Toledo, Ohio, has a strong man. We have his word for it. We also publish his picture in proof of his strength. The final page of South-



worth & Co.'s *Weekly Market Review* of September 4 has this caption in 24 point type: "We're Strong for Toledo." Then follows the reasons for this unusual strength. Taking them all in all, they ought to make Toledo feel strong. We give a partial list of these reasons as follows:

Toledo: Settled in 1812. Area, 31.59 square miles. Population, 243,000 in 1920. Largest clover seed market. Second automobile center. Third transportation center. Center for glass industry. Third largest roaster of coffees. Finest harbor on Great Lakes. Excels all ports on Great Lakes in tonnage of cargo coal. One hundred miles from center of population. Finest municipal golf course. Fourth largest zoo at Walbridge Park. Great seed, grain and dairy center. Finest glass-sand mines in close proximity. Center of metal wheel industry. Only newsboys' building in the world, costing \$100,000. A school system which furnishes free textbooks. Largest shoe market in the West. The largest individual automobile factory in the world. Second largest wagon factory. A sugar refining center. Nine hundred electric signs, more than any city of its size. Most modern power plant in the world, cost \$8,000,000. Finest court house in the state, \$600,000. Fine public library with 100,000 volumes. Has 100,000 shade trees valued at \$2,500,000.

#### WHEAT STEADY AT MINNEAPOLIS

Our wheat market here in Minneapolis has been very steady. There is a daily demand for all offerings. The feeling on the part of most buyers prevails that premiums will decline a little later, but inasmuch as our receipts remain light, there is no immediate prospect of such decline. The choicer qualities of spring wheat command a premium of 30 cents over December, whereas the wheats between 45 and 50-pound test are selling at from December price to 10 cents discount. It must be borne in mind that the Minnesota and South Dakota wheat crop is not large, and movement out of North Dakota has been held up for some little time, due to frequent rains.

There is very little to be said about our corn market, because our receipts have been extremely light. On account of these light receipts, our spot market has always been at a premium over eastern markets, partially due to the western demand.

Oats premiums have declined during the last two or three weeks, or about the time the new freight rates become effective. Our No. 3 White Oats are now selling at from September price to 2 cents premium, and with our September about the freight difference below Chicago September, our oats market is practically on a par with the other terminals.—*Godfrey Grain Company, Minneapolis, Minn., in letter of September 11.*

#### TERMINAL NOTES

G. H. Walker opened a branch office in Duluth, Minn., on September 1 for the Gee-Lewis Company of Minneapolis, Minn.

The Donahue-Stratton Company of Milwaukee, Wis., has opened a branch office at Chicago, Ill., in the Webster Building.

Dilts & Morgan of Kansas City, Mo., have established a branch office at Salina, Kan., under the management of C. R. Vestal.

Hugh E. Huges left the Van Dusen-Harrington Company, Minneapolis, Minn., on September 1 to become associated with W. S. McLaughlin & Co.

The Moore-Lawless Grain Company of Kansas City, Mo., has just opened an office in the Cooper Building, Denver, Colo. J. L. Cardiff is manager.

Walsh-Henderson, Ltd., has incorporated at Winnipeg, Man., with capital stock of \$30,000 to carry on a general business in buying and selling of grain.

Henry L. Goemann of Mansfield, Ohio, formerly engaged in the grain business at that point and an ex-president of the Grain Dealers National Association, has re-entered the grain business at Mansfield, and will operate from that city in the buying and selling of grain. The firm will be known as the Goemann Grain Company and will do track grain business, basis of Mansfield official inspection

and destination weights, cars to be billed to Mansfield, Ohio, for inspection and then reconsigned, thus furnishing a definite billing point at time of purchase.

The Cargill Commission Company of Minneapolis, Minn., held its annual outing and picnic for employes early in September at Wildwood, White Bear Lake.

E. M. Louch has left the J. L. Frederick Grain Company of St. Joseph, Mo., to form the Louch Grain & Hog Company with offices in the Corby-Forsie Building.

V. S. Beall, formerly associated with the Hawk-eye Commission Company of Des Moines, Iowa, has engaged in the grain business with offices in the Youngerman Building.

Allen T. Sawyer, associated with the Langenberg Bros. Grain Company of St. Louis and Kansas City, has been elected to membership in the Kansas City Board of Trade.

George J. Le Beau, until recently with Bartlett Frazier & Co., Chicago, has engaged in the grain business on his own account with offices in the Postal Telegraph Building.

R. T. Cooper, Jr., until recently grain inspector at Charleston, Mo., has been appointed grain inspector in the newly established office serving Carthage, Joplin and Webb City.

Carl W. Gerstenberg, son of Adolph Gerstenberg of Gerstenberg & Co. of Chicago, and associated with that well known commission house, was married recently to Miss Leona Leither.

Joseph F. and J. Howard Gibbons have formed the firm of Gibbons Bros. to engage in the grain, flour and feed business at Boston, Mass. Offices are in the Chamber of Commerce Building.

The McGaw-Ritz Company, Ltd., of Manitoba, have changed their name to that of the Ritz-Benson Grain Company, Ltd., and have increased their capital stock from \$20,000 to \$100,000.

A. R. Taylor of Taylor & Bournique, Milwaukee, Wis., and H. M. Stratton, president of the Milwaukee Chamber of Commerce, were visitors on a number of eastern exchanges the latter part of August.

Deutsch & Sickert of Milwaukee, Wis., celebrated their twentieth anniversary August 31 by a banquet and appropriate exercises. It was attended by a number of visitors from nearby markets.

The W. S. Moore Grain Company of Duluth, Minn., which discontinued when Mr. Moore became vice-president of the Grain Corporation, has resumed business with offices at Duluth and New York City.

A new venture has opened at Cleveland, Ohio, being the sale of the Union Elevator Company's 250,000-bushel elevator at No. 1732 Merwin Avenue, N. W., to the Co-operative Union Elevator Company. The entire organization of the Union Elevator Company has been taken over by the new farmers' corporation. H. W. Robinson, the president and general manager, was vice-president of the old concern. Other officers are: H. P. Miller, Sunbury, vice-president; Charles E. Latchaw, Defiance, secretary-treasurer. The incorporators, besides the officers named are: C. W. Palmer of Defiance; E. E.

Croninger, Grand Rapids; L. I. Winch, McClure; Fred Smith, Fostoria. Capital stock is \$300,000. The purpose of the new concern will be to enter more largely into the distribution as well as the raising of grain.

The grain commission firm of Woodward-Newhouse Company of Minneapolis, Minn., opened branch offices at Sioux City, Iowa, on September 1. Ralph W. Soule will have charge of affairs at the new branch.

The Neil Bros. Grain Company of Spokane, Wash., incorporated a year ago with capital stock of \$50,000 has increased its capitalization to \$100,000. The company operates in Washington, Oregon and Idaho.

The Duluth Grain Company of Duluth, Minn., was incorporated late in August to carry on a commission business in grain, seeds, hay, etc. Capital stock is \$25,000. Incorporators are S. C. Ladd, C. C. Ladd, Simon A. Tessman.

Charles K. Templeton has succeeded George E. Newman as manager of the Northern Grain & Warehouse Company of Chicago, Ill. Mr. Templeton has been associated with some of the leading cash grain houses at Chicago and is well-known in the trade.

H. E. Boney, manager of Boney & Harper Milling Company, was recently selected by the Executive Committee of the Wilmington Chamber of Commerce, Wilmington, N. C., as president of that organization to succeed Col. Walker Taylor, resigned.

The Wyandotte Elevator Company of Kansas City, Mo., has been organized to carry on a general grain business with Wallace C. Bagley, manager, formerly wheat buyer for the Southwestern Milling Company. The company will specialize in milling wheat.

The Elmore-Schultz Grain Company of St. Louis, Mo., is now represented in Iowa by Tom Berryman of Odebolt, Iowa, J. E. Miller having resigned. Mr. Berryman has talents of special order as a traveling grain representative, and will get the glad hand throughout the Iowa territory in his new connection.

Colonel Harry C. Jones, head of the grain exporting firm of H. C. Jones & Co., Inc., of Baltimore, Md., was recently appointed by Mayor Broening as chairman of the city committee to perfect plans for the erection of a memorial to the Maryland soldiers, sailors and marines who served in the world war.

William Justice, well-known in Central and Northwestern grain territory, has gone with J. S. Bache & Co. and will represent them in Illinois, Iowa, Minnesota and South Dakota. The company has recently added offices at Kankakee, Pontiac and Dixon, Ill., and have also added to their salesmen "on 'Change" which now includes Tom Moran, Fred Smith and Fred Stevers.

The Benson-Quinn Company has been organized at Minneapolis, Minn., to conduct a general grain business. Capital stock of the new company is \$200,000 and officers are J. J. Quinn, president; B. F. Benson, vice-president; M. J. Renshaw, secretary; M. B. Gold, treasurer. All the members of the firm have been for years associated with the grain trade of Minneapolis and the Northwest.

## TRADE NOTES

The Judson Michigan Bean Machinery Company, manufacturers of bean cleaning machinery at Fenton, Mich., has moved its office and factory to Detroit, Mich.

The Detroit Scoop-Truck Company of Detroit, Mich., makes the recent announcement that "Uncle Sam" has now allowed them to purchase steel and resume the manufacture of their useful and serviceable Climax Scoop Truck. The advantages of this truck are that it moves on wheels and is a great

time and labor saver in the elevator, warehouse and mill. Its use enables one man to remove more grain or coal from a box car than three men can move in the ordinary way.

The Weller Manufacturing Company of 1856 North Kostner Avenue, Chicago, Ill., is promoting its Scientific Grain Handling and Treatment service by the introduction of its Weller "V" Type High Speed Buckets for high speed and perfect discharge. Among the desirable features of the bucket



is the principal one of increasing the capacity of old elevators. Late published folders give full information about the speed buckets, which will be sent anywhere on request.

The Miller Spouting Company of West Bend, Wis., manufacturers of spouting for grain elevators, flour mills, etc., has incorporated with a capital stock of \$100,000. The incorporators are W. M. Miller, Oscar C. Schlegel and William M. Urkart.

J. L. Tipton, formerly engaged in the grain elevator and mill supply business at Kansas City, Mo., has been appointed Southwestern representative of The Wolf Company of Chambersburg, Pa. He will have offices in Room 401, New York Life Building.

The Grain Insurance & Guarantee Company has been formed at Winnipeg, Man., to handle insurance and bonds for the grain trade. The company has an authorized capital of \$300,000. R. T. Evans, is president, W. H. McWilliams, vice-president, and T. Thomson, secretary.

The Sixth National Exposition of Chemical Industries will be held in Grand Central Palace, New York City, September 20 to 25. The exhibit will cover four floors and will represent all the great achievements, past and present, in chemistry, and what the future promises. The publicity managers say that a visit to the exposition will give many new ideas to any business man, production engineer, salesman or manager.

The Macdonald Engineering Company of Chicago, designers and builders of grain elevators, have just completed two vessels of very striking originality of design and known as articulated concrete tankers. One of the ships was launched on July 24 at Aransas Pass, Texas, and the other will be launched in a short time. The ships are of approximately 2,000 tons deadweight capacity and nearly 300 feet long. They are made up of nine separate sections, cast separately and joined together in place on a long launching way. Of these sections seven are of identical construction, being of double circular shape and cast upright and turned to a horizontal position. The bow is poured separately and moved to its proper location, while the stern is poured in place.

## CINCINNATI ANSWERS CRITICISM

The charge made by Owen L. Coon and published in this and various other magazines, that the weights at Cincinnati and other markets are not official, was answered by D. J. Schuh, secretary of the Cincinnati Grain & Hay Exchange, in a personal letter to Mr. Coons, as follows:

I am pleased to note that you would be more than glad to make correction in all publications and bulletins if you were mistaken in the statement which you made with reference to Cincinnati and, for that reason, I shall go into the details of the operation of our Weighing Department.

In your article you call attention to the fact that the weights at Cincinnati are not official and make the following statement:

At Chicago, St. Louis, Omaha, Milwaukee, Minneapolis and Kansas City an entirely different system prevails. The word "Official" on a weight certificate means something when issued from one of these markets. At these points the men who supervise the weighing of the grain are in the employ of a separate and outside organization, subject neither to the control of the purchasers of grain or the owners of public elevators. A separate weighing department is maintained, the head of which can either hire or fire its employees or change them from one elevator to another or check up their weighing, without interference or explanation to any outside party.

This organization maintains a Weighing Department. I am enclosing, herewith, a booklet entitled "Rules and Regulations Governing the Grain and Hay Trade in Cincinnati," and on Pages 36, 37, 38, 39, 40 and 41 thereof you will find the rules governing the Weighing Department.

Your attention is directed to Section 2 on Page 36, which states that the executive secretary shall serve as weighmaster and he shall appoint, subject to the approval of the Board of Directors, supervisors and deputy weighers, who shall be in the employ of The Cincinnati Grain & Hay Exchange Company.

About three years ago the grain and hay trade of Cincinnati reorganized and formed an organization separate from and independent of The Cincinnati Chamber of Commerce, and at that time, I was appointed executive secretary and manager. One of the first steps was to improve the system of weighing in

Cincinnati and to this end, a special committee was dispatched to Chicago for the purpose of conferring with the weighmaster of the Chicago Board of Trade as to the system in vogue at that point. This committee was composed of H. M. Brouse, our present first vice-president, and S. S. Reeves, our present acting traffic manager. When this committee returned to Cincinnati a conference was held with the Cincinnati Freight Committee, in which, as you know, all of the railroads entering Cincinnati are represented. We presented to the Freight Committee our new plan for the operation of the Weighing Department, which included the District System. This territory was divided into Northern, Southern, Central, Eastern and Western districts and the various elevators, warehouses and mills in those districts were placed under the supervision and control of the supervising weighers appointed by the executive secretary, and approved by the Board of Directors of this Exchange. We have 10 supervisors. The system of rotation was inaugurated. Deputies are stationed at one plant for periods ranging from two weeks to one month. The operators and owners of the plants have absolutely no control over the actions of the supervisors and the men who are concerned in the weighing at those plants are completely under the control of the supervisor in charge. The supervisor has authority to suspend or remove any deputy weigher and such suspension or removal results in the discharge of the weigher stationed at that plant. This removal of men is effectuated on an agreement which each elevator, warehouse or mill has with this organization, under the provisions of Section 6, which you will find on Page 36 of the booklet referred to.

When the system outlined above was presented to the Cincinnati Freight Committee, the Committee was unanimous in its endorsement and immediately agreed to enter into an agreement with this organization which would provide for the acceptance of our weights in settlement of freight charges. The Cincinnati Chamber of Commerce had had such an agreement. The same was canceled sometime previous to the conference referred to.

The agreement with the railroads was prepared in conjunction with the representatives of the Cincinnati Freight Committee and representatives from this organization and in substance carries the following provisions:

1. That an independent Weighing Department should be maintained by this organization.
2. That Condition Report should be made on all cars and that when a car is found in bad order, report thereof shall be made in accordance with the provisions of Section 7 on Page 37 of the booklet referred to in the foregoing.
3. That complete record should be made on all scales removed and applied.
4. That the Cincinnati Freight Committee and the Southern Weighing Bureau or any of the railroads a party to the agreement should have the right to investigate all of the records of this organization pertaining to official weighing.
5. That this organization should be responsible for all errors made in any manner by any deputy weigher and should also be responsible for any undercharges.
6. That all scales under our jurisdiction shall be tested at irregular intervals by the Fairbanks, Morse Company or any other competent authority.

We have been proceeding under the above plan since the first of April, 1918, the date this organization commenced to operate officially and we have not had a single certificate questioned.

Our management and records are open at all times to the interested parties and we are in position to and do furnish a complete and thorough record of each car of grain and hay, grain products, feed, etc., that is weighed under our supervision. We have and exercise complete control over all the plants under our jurisdiction. We consult no one in investigation of records, testing of scales, conduct of methods which we believe for the betterment of the weighing system or any other matter pertaining to weighing operation.

Each deputy weigher is under bond. Five bonding companies carry this business and each bond is issued to me as weighmaster. These bonds are held by our auditor. Each supervisor is also under bond.

On the first of April, 1919, it occurred to me that the records of our Inspection Department, which, in fact, are the original notations on the condition of the car upon its arrival, would be of great benefit to the shippers and receivers in the collecting of claims against the railroads and in order to bring about a combination of the activities of the Weighing and Inspection Departments, the two departments were consolidated, effective April 1, 1919. To bring this about, Geo. F. Munson, our chief inspector, was appointed deputy weighmaster, and the chief clerk of the Inspection Department was made chief clerk of both departments so that since the date mentioned all of the records, whether procured by a weigher or inspector, are brought to a central point where they are transcribed to the official certificates and Conditions Reports. This, I believe, is an improvement over the plans in some of the other markets. I believe you will find that in practically every market the Weighing and Inspection Departments are maintained as separate institutions.

Upon the arrival of a car in Cincinnati our inspectors and samplers (we have 18 of them in our employ) perform the first service on the car by procuring a sample and they fill in form 7-A, copy of which is enclosed.

You will note that the seals removed and seals applied are designated in this form. If the car is found in bad order, the sampler immediately makes out the condition report, Form 4, enclosed herewith, and indicates thereon all of the conditions and specifies on the reverse side thereof the exact location of any defect. He then calls the representative of the railroad agent, who makes an examination and if his examination agrees with that of our sampler, he signs the report and this report, together with form 7-A, is brought to the department. The grain is then inspected and graded by Government licensed inspectors and upon completion of that operation an official certificate of inspection is issued. (See form 51-A.) The seal record is always inserted on the inspection certificate and when the car is in bad order, a copy of Form 4 accompanies the certificate. In case the grain did not move in interstate commerce certificate Form 22-A is issued and all of the notations are inserted therein. You will find a copy of Form 22-A herewith.

Upon arrival of a car of grain or hay at one of the plants, which frequently is several days after the inspection has taken place, meanwhile the physical condition of the railroad equipment may have changed—the car may have been side-swiped, etc., or, if the car was in bad order at the time of inspection, it may have been patched by the railroad, all of these conditions are noted by the deputy weigher and the supervisor stationed at the point where the car is received. Another condition report is then prepared and the same procedure as outlined above is followed. If car is to be weighed in hopper scales, Form 2, copy of which is enclosed, is used and before this form is delivered to the department, the supervisor makes a thorough check of all of the acts of the deputy weigher, his endorsement appearing on each sheet. If bales of hay or sacks or wagonloads are being unloaded, Forms 1A, 6 and 9 (see copies enclosed) are used, as the case may demand, and the supervisor performs as outlined above. In many cases the supervisor does the actual weighing. Upon receipt of the tally sheets in our department another check of additions is made by the chief clerk or his assistants.

Following this procedure the official In certificate is issued. (See Form 8-A herewith enclosed.) A copy of this certificate with notations as to seals, condition of car and condition report are sent to the Joint Rate and Inspection Bureau of the railroads and the certificate is accepted in settlement of freight charges.

Whenever the railroads have a claim on any car which was weighed under our jurisdiction, their representatives go over the records of our department for any information which may have been inadvertently omitted from the official certificate. Whenever the claim agent at Indianapolis or other point desires any information concerning a claim which may be before him, he addresses this organization and we promptly furnish him with all available information.

I also note in your article the following:

"I am convinced that the majority of country shippers do not know of this distinction in the manner of arriving at terminal weights."

The Cincinnati Grain & Hay Exchange is well aware of the distinction, which you very properly state exists, and for the purpose of convincing you that we recognize the distinction, I am enclosing, herewith, a copy of our Rules and Regulations for the Government of Deputy Weighers who are stationed at points where weighing is not supervised by this organization.

As you know, it occurs very frequently that a merchant in Cincinnati or some other point will ship a car of grain direct from the country point to a southern mill without having the car officially weighed at a terminal market, where official board of trade, chamber of commerce or grain exchange weights can be had, and when this is the case and there is a shortage in weight, the country shipper as well as the commission merchant or other agency handling the grain for the man in the country experiences considerable difficulty in procuring a settlement from the railroads and, quite frequently, a settlement is not forthcoming. To meet this condition, and to preserve as much as humanly possible the integrity of the weight at destination, this organization worked out a system of approved weights and this system has the approval of the railroads. Before permitting the inauguration of the system in any plant, a thorough investigation of the mill desiring the service is conducted and, upon the exhibition of satisfactory evidence, a deputy weigher is appointed. The mill is required to enter into several agreements with this organization, the weigher whom they desire to have deputized is required to give bond in the same amount that is required of weighers in Cincinnati and to accept the same payment that is given to the local men whose work is under our supervision. As soon as the man has been deputized, he is furnished with necessary tally sheets and condition report blanks and he is cautioned to follow the rules and regulations which have been promulgated for the government of deputies who are stationed at points where weighing is not supervised by us. When deputies have



completed the weighing operation, their tally sheets are forwarded to this office and after the chief clerk or one of his assistants has made a careful check, we issue an Approved Weight Certificate. (See Form 47 herewith.) This is the kind of certificate which any market where the weighing operations are not supervised by an independent organization, such as this, should be required to issue in lieu of what you very properly style a "so-called official certificate." Our approved certificate plainly indicates that this organization was not officially concerned in the weighing of the commodity covered by the certificate. However, our approved weight certificate has some very valuable and pertinent features in back of it. The man who weighed the commodity is under bond to us; he has agreed to weigh in accordance with our instructions, which, as you will note, include an accurate seal record, thorough examination of cars, cars in weighing, cleaning of cars, etc. In fact, he is under an obligation to gather the information which you complain is seldom furnished by some of the markets.

In addition to this assurance that some responsible person has weighed the grain at destination, the country shipper knows that when his grain is weighed under such circumstances and one of our approved weight certificates is issued and the railroads having agreed to accept such certificate in settlement of freight charges, will also recognize as authentic the other information which is so vital in the settlement of freight claims.

You will note that our system of Approved Weights applies only to cars which are received from members of The Cincinnati Grain & Hay Exchange.

As soon as our department issues the Approved Weight Certificate four copies are sent to the Cincinnati merchant who shipped the grain direct from the country point, one copy being retained in our files, together with all of the original supporting records as furnished to this office by the deputy at the point where the grain is weighed. Upon receipt of the four copies our member forwards two to the mill where the grain was weighed and sends one copy to the country shipper, retaining the remaining copy for his files. The mill retains one of the copies which were forwarded to him by his Cincinnati correspondent and sends the other copy to the delivering line.

I am very glad to have had this opportunity to present to you the system of weighing operations in this market and want to assure you that if at any time you have a claim before you on a car which was handled at Cincinnati, this organization is ready and willing at all times to furnish you with any information it may have available concerning the car in which you are concerned as the attorney for the claimant. If, at this time, you have any claims on which you are unable to gather needed information, please do not hesitate to ask for our co-operation. I judge from your letter of September 7 that you have some claims on which you lack certain needed information, which we, no doubt, have available in this office.

You say that the failure of the Cincinnati market to send back to the shipper the seal record of cars on arrival and the car inspection report on arrival, seriously hampers the work of either the shipper or any attorney in the proper handling of the shipper's claim. I feel satisfied if you will refer to any of our certificates, you will find they contain the seal records and other reports. In the event they do not, the information is here and you may have it upon request.

I also want to take this occasion to assure you that the deputy weighmaster and I have spared no effort to cause the weighing at Cincinnati to be of the best in the country and we believe that this has been accomplished. We are always glad to receive any suggestions for improvements and to adopt those which will carry us a step further to perfection. We do feel that the statements which you made in your articles as well as your private circular were unfounded and that you should correct the same, as suggested in your letter of September 7.

## FARMERS ARE USING MOTOR TRUCKS

Almost overnight, it seems, the truck has become a tremendous factor in the movement of the nation's food supply. A few years ago, only a few farmers recognized its full possibilities, but today it can be seen from one end of the grain belt to the other carrying full loads of golden grain onward toward their destination.

This fast growing importance of the motor truck to the grain grower is shown by a survey just completed by the Travel and Transport Bureau of The B. F. Goodrich Rubber Company. Questionnaires were sent out to nearly 2,000 country elevators by the Bureau and the answers prove the truck's true position in the grain fields.

Those questionnaire answers which gave percentage comparisons of grain receipts by horse and wagon as compared with motor truck grain haulage showed that 26 per cent of the grain is being

received at the elevators by truck. In other words, the truck is carrying one-fourth of the entire grain crop of many sections of the Middle West, a truly remarkable fact when it is considered that just a few years ago the horse and wagon had the field to themselves.

The territory covered by the questionnaires included Oklahoma, Arkansas, Missouri, Kansas, Montana, Idaho, Iowa, Nebraska, Illinois, Wisconsin, Minnesota and the Dakotas. Answers were received from a representative number of elevators in each state.

According to the survey, farmers in Nebraska, Minnesota and South Dakota are employing motor truck transportation on a greater scale than in other sections of the grain belt. In these states, practically all elevators are being equipped with automatic scales and dumps so that the maximum service can be obtained from the trucks.

A tenor of the replies received indicated that the farmers, and elevator men as well, are becoming enthusiastic truck advocates and see a great future for them throughout the grain belt.

"At the present time," said Ely Salyard & Co., of Minneapolis, "25 per cent of the wheat in North and South Dakota is hauled by trucks.



CHICAGO PLANT OF THE WEBSTER MANUFACTURING COMPANY

There is one truck for every 30 farmers. The truck system will increase 25 per cent this year alone and in three years farmers will be marketing all their grain and live stock via the truck system."

The Central Granaries Company, of Lincoln, Neb., which operates about 70 stations in Nebraska and Kansas, said that 50 per cent of the wheat is being delivered by truck in its territory.

"The truck certainly is a substantial help in bringing wheat to our elevators," the company said, "as they can haul and deliver it much faster. They are proving so speedy that with the car situation as tight as it is now we have to hold the trucks back."

"In western Nebraska," says the Crowell Lumber & Grain Company, Omaha, "where grain is hauled long distances, nearly all of it is hauled by trucks. Some elevators claim they do not receive a single load during the day by wagon. With new facilities that the truck dump is furnishing it is only a question of a short time until practically all farmers will be using trucks to deliver their grain."

The service which trucks have rendered wherever used has been three-fold. It has saved valuable time for the grain growers at a season when every hour is precious. It has enabled him to get rid of his crop and prevent loss formerly incurred when piling it in fields and inadequate warehouses. Moreover, it has proved of great assistance to the railroads, permitting expeditious loading of cars and relieving the roads of carrying wheat on short hauls.

TWO exports mills on the Pacific Coast have recently received Chinese and Manchurian wheat, and this is said to be the first shipment of the Manchurian grain shipped here in 20 years. The result of this Manchurian importation is being closely watched, for the shipment came in at lower prices than local wheat. If sales can be made from this wheat at a lower price it will compel local compe-

tition on the part of farmers. The Manchurian wheat came in with a freight rate of \$3 and \$4 a ton on it and was sold at 10 cents a bushel under the asking price on club varieties. This price includes a duty of 10 cents a bushel.

## A BIT OF HISTORY

When a manufacturing concern is one of the pioneers in its line of business, and during its existence has successfully served a wide range of industries, both American and foreign, a brief historical sketch may not be out of place.

The Webster Manufacturing Company started in a small shop in 1876 with a force of but two men, and embarked in the business of manufacturing grain elevator buckets. These buckets, however, were so well made, and the design so well adapted to grain elevator purposes, that the little shop was soon outgrown, and a larger shop leased. So rapidly did the business expand, that in 1893 a large factory building was erected in Chicago, for the Webster Manufacturing Company had by that time become the largest grain handling machinery manufacturers in the country.

In order to secure manufacturing facilities for a business which had expanded beyond the confines

of a single trade outlet, and was producing labor conserving machinery for over 35 different industries, it was decided, in 1908, to secure a factory site which would provide ample room for future growth, and have railroad facilities commensurate with the size of the business. A location was selected at Tiffin, Ohio, and a large manufacturing plant was erected.

In 1920 the executive office was moved to Chicago and a still further expansion was made when Skillin & Richards Manufacturing Company of Chicago was consolidated with the Webster Manufacturing Company, and the Michigan City Foundry & Machine Company was purchased, thus furnishing enlarged manufacturing facilities, and, in addition, a gray iron foundry for the exclusive use of the company.

The engineering departments have kept pace with the growth of the company and the products of the Webster Manufacturing Company are today in almost every country in the world.

## CEREALS FOR POLAND

Poland will be forced to import some cereal food again next fall despite the fact that this year's crop is considered the best in six years, or was before the Russian invasion.

Wheat and other cereal crops will probably reach a normal production before the cattle raising industry reaches 50 per cent of its pre-war strength. All the farmers need agricultural machinery and fertilizer. The peasant properties are all under intense cultivation.

The untilled land is largely among the great estates, the owners of which were impoverished by the war and are now unable to develop their lands, owing to lack of funds, scarcity of labor, and to the fact that these estates were formerly cultivated almost entirely by machinery, practically all of which was carried off by the enemy.

The inclination of the people is to seek American



made farming implements, while the Polish Government cites American methods as an example. Thousands of dollars have been spent by the American Red Cross in saving the people of Poland from actual starvation, and the Poles themselves testify

that were it not for what America has sent them, through the Red Cross, to supply their immediate and most pressing needs, the country by this time would be a total wreck. All things American are held in high esteem in Poland.

## COMMUNICATED

### LUCKY THIRTEEN

*Editor American Grain Trade:*—I have just read on Page 129 of the August 15 issue of the "American Elevator and Grain Trade" the experience of Mr. Boyd with "Friday, the thirteenth," and as you extend the invitation, I will relate my experience along such lines.

I formerly owned a motorcycle. On Friday, the 13th of December, 1913, I went to the City Hall to pay my license fee. The clerk made out a receipt for this and got me a tag to apply on my motorcycle. Upon examining them, I found the license to be numbered 113 and the tag 13. I then went out to my motorcycle and home—I was living on 13th Street.

It sounds like a fairy tale, but it's all true.

Yours truly, CARL LEONARD.

### SHALL THE TAIL WAG THE DOG?

*Editor American Grain Trade:*—The metric system of weights and measures having made little progress in the industries of this country, its advocates are now endeavoring to force it by law on a people who have found little merit in it.

The arguments which to their mind are unanswerable are summed up in the terms: "World Uniformity" and "Foreign Trade." They start with what they consider an indisputable assumption that the metric system users form an overwhelming majority and that the bulk of trade is carried on in their system.

But facts are stubborn things and the facts indicate that the nearest approach to world uniformity in manufacture and trade has been achieved by non-metric England and America. The

ured the world over is the board-foot, being a board one foot square by one inch thick.

(7) 95 per cent of the world's cotton spindles are spinning to the yard and pound; only 5 per cent are spinning to metric.

(8) The denier-aune is the world standard for



DOUBLE ELEVATOR IN THE PORTLAND, ORE., PLANT

raw silk and all efforts to substitute the metric standard have failed, even in metric countries.

(9) Approximately two-thirds of the commerce of the world in manufactured products is on the basis of the English-American system of weights and measures.

In the light of these facts it is evident that the metric party is engaged in an effort to make the tail wag the dog.

Yours truly, AMERICAN INSTITUTE OF WEIGHTS AND MEASURES.

### WATCH TARIFFS FOR 24-INCH RULE

*Editor American Grain Trade:*—I herewith enclose copy of letter which I sent to Charles Quinn, secretary Grain Dealers National Association, some time ago relative to railroad carload minimums.

It is evident that the railroads through publication in their tariffs are applying their minimums on basis of marked capacity of the car, with the notation that if loaded to within 24 inches of roof at side walls of the car for inspection, and such notation inserted in bill of lading by shipper, that actual weight will apply.

I presume you have already given publicity to this subject.

Yours very truly,

HENRY L. GOEMANN, Chairman.

Dear Mr. Quinn: I have received from R. C. Fyfe, chairman, Western Classification Committee, under date of July 31, the following:

"Referring to your letter of July 20 regarding grain loading.

"After considering the arguments made, the Committee decided to make no change in the classification requirements."

This relates to the hearing before the Consolidated Freight Classification Committee at Chicago on May 25. As result of my appearance at this hearing the rules regarding grain minimum loadings, as per Consolidated Freight Classification No. 1, will be effective September 1, when the order issued by the Interstate

Commerce Commission permitting all carriers to continue in effect until August 31, 1920, the advanced minimum weights on grain and grain products which were established last fall, and which were originally to expire on March 31. The Classification minimum will rule wherever the tariff of the individual carriers refers to the Classification for minimum weights, or where carriers publish specific rules or minimums, unless the Interstate Commerce Commission extends the time of the order. Of course wherever the tariffs of the individual carriers make exceptions to the classification, or do not refer to the classification, but publish their own minimum weights, or provide specific rules, then such grain tariffs' rules or minimums will govern, and will be the legal minimum weights.

Under the above loading, it is absolutely necessary for the shipper to trim the cars of grain so as to have same level and to comply uniformly over the car with the 30-inch rule. This then will protect the shipper as to the minimum weight when he inserts in his bill of lading and shipping tickets that the car has been properly loaded to within 30 inches of the roof at the side walls of the car. It will also enable the grain inspectors and samplers to properly inspect the cars, and which will therefore enable the shipper to receive a clean certificate on the inbound road.

I am sure this will be of great assistance to all grain samplers and inspectors. I hope you will in your publication urge upon all shippers to trim their cars and load not less than the required minimum as per the Consolidated Freight Classification; i. e., 30 inches from the roof at the side walls of the car. Of course it is understood that they can load the cars to capacity, or to the roof, providing they do not desire the protection of proper inspection on the inbound road.

Yours very truly,

HENRY L. GOEMANN,

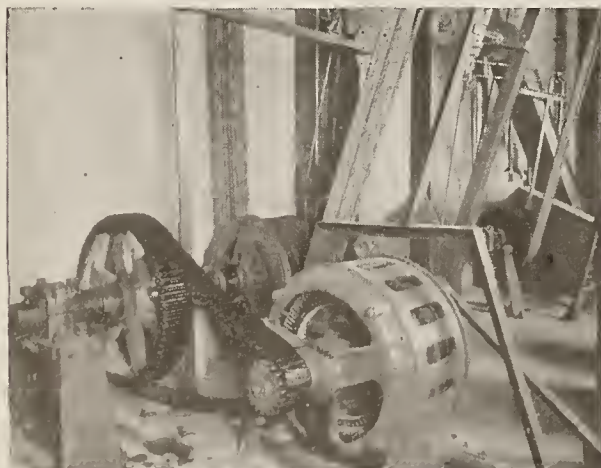
Chairman, Transportation Committee.

P. S. Since writing the above, have received a number of individual tariffs, and find the railroads are evidently uniformly putting into effect on September 1, minimum weights as per their tariffs, based on marked capacity of the car, with the notation that if loaded to within 24 inches of roof at side walls of the car for inspection, and notation inserted in bill of lading by shipper to this effect, that the actual weight will apply. Therefore it will be well to study the tariffs, as it looks like the carriers are putting the 24-inch rule into effect through individual tariffs.

H. L. G.

### NEW SCALE EQUIPMENT IN MISSOURI

*Editor American Grain Trade:*—The Missouri State Grain Inspection and Weighing Department has installed in its Kansas City offices a high precision equipment for testing and maintaining the various trade test weights and on-ratio hanger



A 40-H.P. MOTOR WITH COMBINATION CHAIN AND ROPE DRIVE TO ELEVATOR HEAD IN PORTLAND MUNICIPAL ELEVATOR

overwhelming preponderance of British and American foreign and domestic trade and the dominating position held by their system of weights and measures in every commercial port have secured for them a universality, through natural processes, which no amount of compulsory legislation could have made possible.

We have only to remember that:

(1) 70 per cent of the world output of steel is manufactured in the United States and Great Britain on the inch and pound basis.

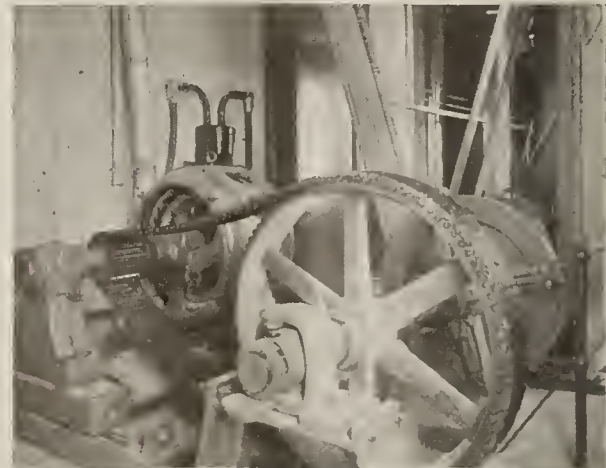
(2) Approximately two-thirds of the world production of machine tools is made to the inch.

(3) 80 per cent of the world production of screw threads is made to the inch.

(4) The United States and Canada consume for manufacture about 75 per cent of the world production of crude rubber.

(5) The United States manufactures 90 per cent of the world production of motor vehicles.

(6) The standard unit by which lumber is meas-



COMBINATION CHAIN AND ROPE DRIVE FROM 75-H.P. MOTOR TO RECEIVING ELEVATOR IN PORTLAND HOUSE

weights in correct seal within the Government tolerances.

The equipment consists of an office balance of the equal-arm type and a set of Tobin bronze gold-plated class "A" master weights of the highest precision.

Capacity of balance is 50 pounds, with a sensibility of a fraction less than 1 grain (437½ grains equal 1 ounce, avoirdupois) under full load, that is, 50 pounds on each pan. The beam is of hard rolled aluminum, of the open trussed pattern ribbed construction. Knife edges are of a special hardened steel, accurately ground. The three bearing planes are of polished Russian agate. All other metal parts are of finished brass. The pans are equipped with a spring arrestment. Beam arrests are of the latest Mendeleeff pattern. Beam indicator swings over an ivory, horizontal scale, graduated 0 to 20, with 10 as the center reading. Back of the graduated scale is placed a mirror to facilitate the test readings. The scale's base is made from



polished sectional oak and is accurately aligned by means of screw feet and circular level.

The cabinet, containing the equipment, is made of polished oak, solidly constructed, with doors and sides of crystal plate glass and with bronze trimmings.

It is divided into two compartments, the upper compartment for holding the office balance and the smaller primary standards, and it is equipped with a sliding counterpoised front door, mirror back and electric light. The lower compartment is used for storing the larger weights. Locks and keys with each compartment.

A specially built, dustproof cabinet protects the equipment.

The Missouri State Grain Weighing Department now has three distinct classes of test weights, namely: "A," "C," and "T."

For a class "A," 50 pounds primary standard, the Bureau of Standards, Washington, D. C., allows a tolerance of 1 grain (1/7000 pound), which is about 1/5 of that allowed for a class "C" weight, and only 1/25 of the tolerance recommended for class "T" trade weights (for testing grain weighing scales).

Class "A" is used for testing the "C" standard on the master scale and for that purpose only; the "C" weight is the one used for testing and maintaining the two 10,000-pound sets of 50-pound cast iron test weights in correct seal within 25 grains, a sensitive, 10 multiple beam equipped with pointer and graduated scale being used for the purpose of making the balance.

All counterpoise weights are tested every time the scales are tested, on a 10 pounds capacity even arm balance scale, using the corresponding denomination of the class "C," nickelplated brass standards for verification. In turn, the "C" standards are tested with the goldplated primary standards on the office balance.

The new equipment is rather expensive, the "A,"

## SOME INTERIOR FEATURES OF THE PORTLAND ELEVATOR

Pacific northwest ports have come into their own as efficient grain handling centers. When the city of Portland, Ore., appointed a Dock Commission and issued bonds for \$8,000,000 back in 1917, the first project to receive attention was a Municipal Grain Elevator. This was one of the first efforts on a large scale to wean shippers in

had the welfare of the city at heart and who determined to have the elevator incorporate in its construction and equipment only those things which science and experience agreed were the best that could be obtained.

The physical characteristics of the elevator were described in these pages while the elevator was building. A description of some of the interior features, after thorough trial, may be of interest.

Power is supplied by 47 Allis Chalmers Motors,



GENERAL VIEW OF ST. JOHN'S TERMINAL, PORTLAND, ORE., WITH MUNICIPAL GRAIN ELEVATOR

that territory from the antiquated sacking method of handling grain, and it has been followed by a movement which included the building of many port and interior elevators to take care of bulk grain.

The use of the Panama Canal has brought our Pacific ports within easy reach of the Occident as well as of the Orient. To an ever increasing extent our western grain fields are doing their part in feeding the bread-hungry world. The antic-

developing a total of 1,516½ horsepower. All of the transmission and the conveying machinery was furnished by the Webster Manufacturing Company of Chicago, Ill. The movement of grain begins at the 12 unloading hoppers which discharge through mechanically operated gates to three 36-inch belt conveyors by which the grain is carried to the boots of three receiving elevators. Each leg is equipped with 30-inch, 7-ply rubber belt, carrying a double line of 14-inch buckets set in staggered position. The legs have a height of 186 feet and a capacity of 12,000 bushels per hour each. The three shipping legs are of the same style and capacity.

The receiving elevators discharge grain at the cupola floor into concrete garner bins, from which it passes through the Fairbanks Hopper Scales to the 36-inch transfer conveyor belt, 300 feet long, or through adjustable spouts to bins below from which it may go to the cleaners or smutters or to storage.

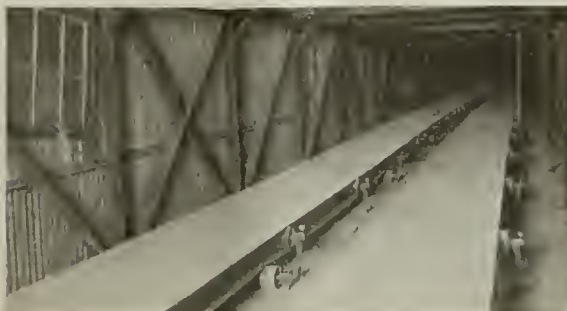
The storage bins, with a total of 755,000 bushels' capacity, are filled from any of the operating house bins by three 36-inch belt conveyors which have a combined carrying capacity of 36,000 bushels per hour. On the gallery floor of the working house are two parallel shipping conveyors, each 370 feet between centers and 36 inches wide, by which grain is carried to the slip side of Pier No. 1. These two Gallery "A" conveyors discharge to two similar belts in Gallery "B," which extend 1,200 feet along the face of the pier.

The power transmission for the most part is by Link Belt Silent Chain Drive, although in several places there is a combination chain and rope drive. The receiving elevator shaft has 12 strands of 1¼-inch rope to countershaft which in turn is driven by a 75-horsepower motor through a Link Belt Chain. Another elevator head has a similar combination of 40 horsepower. A third combination has both rope and chain direct from the motor.

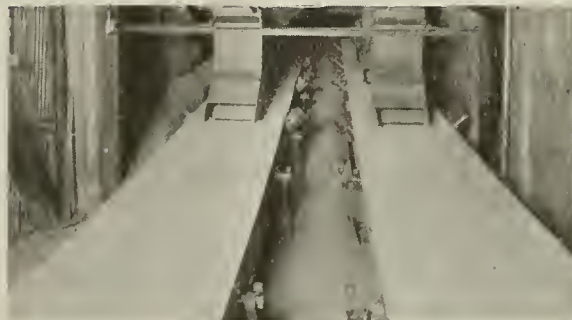
In addition to the cleaners and scalpers, the house has a sacking department where such shipments are insisted, and in every other respect is equipped to care for the trade at Portland in the most satisfactory manner.

## NEW AGENT FOR FUMIGATION

Instead of using hydrocyanic acid gas to destroy insect pests in grain and flour, a French chemist, Bertrand, suggests that nitrochloroform can be substituted with advantage. This substance, also known as chlorpicrin, is made by mixing picric acid with chloride of lime. It is a heavy yellow liquid which vaporizes quickly like bisulphide of carbon. While poisonous to insects and small animals like mice, it can be kept out of the human



TWO VIEWS IN GALLERY "A" SHOWING THE 36-INCH CONVEYOR BELTS

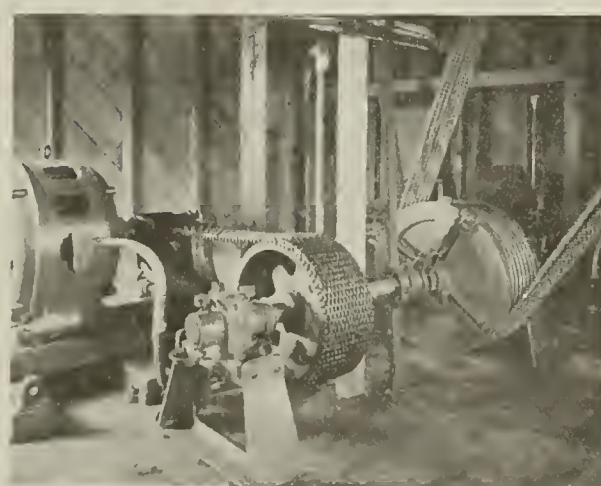


BELTS OPERATING ON 1,200-FOOT CENTERS IN GALLERY "B"

50 pound standard, for instance, costing \$222, but the department feels that this money is well expended in its efforts to establish integrity and confidence in the weights at markets supervised by the State of Missouri.

This total equipment cost about \$1,500, and the Missouri State Grain Weighing Department is now as well, if not better, equipped than any Grain Weighing Department or Bureau in the United States and its supervision of weighing in the Terminal Markets of Missouri, as a consequence, has reached the highest possible standard of efficiency and reliability.

Yours truly, JAMES T. BRADSHAW,  
State Warehouse Commissioner.



DRIVE FOR GALLERY "B'S" 2,500-FOOT CONVEYOR BELT—ROPE DRIVE FROM COUNTERSHAFT, CHAIN DRIVE OFF MOTOR

ipated business which the new elevator would create has been more than realized. And the movement westward has only begun, for the new railroad rates are so favorable to western ports that the territory drawn upon has been materially increased. It is expected that at times shippers as far east as Minnesota may look with favor upon the Pacific Coast, to avoid the congestion that so often occurs on eastern roads and which can only be slowly remedied under present conditions.

In planning the new elevator the Dock Commission came to the Witherspoon-Englar Company of Chicago, and that firm designed for the city the splendid 1,000,000-bushel house shown above. The Commission was made up of men of vision who

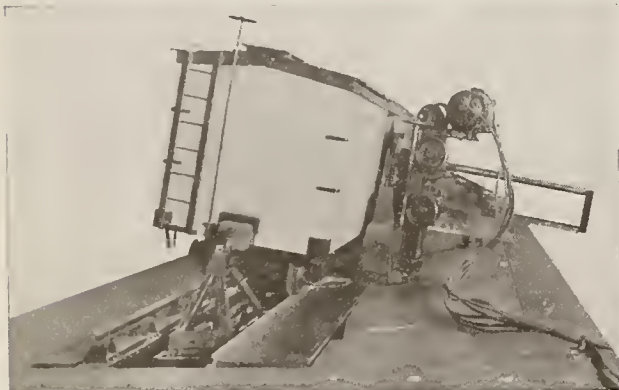


lungs by a gas mask. It is applied pretty much as bisulphide of carbon, in a closed space so that the vapor cannot escape, and the time required is from 10 to 24 hours in a low temperature.

## THE METCALF BOX CAR DUMP

The John S. Metcalf Company, of Chicago, Montreal, Melbourne and Buenos Aires, announce that after an extended period of study and experimentation they have designed in conjunction with Mr. F. W. Cowie, Chief Engr. Harbour Commissioners, Montreal, Que., a car dumping device that does not necessitate large initial cost. The new dump is simple in operation, does not subject rolling stock to any undue or excessive strain, and without any increase in labor will insure the unloading of a great many more cars per hour, per leg than by the present method.

A distinctive feature of the design is that the outside rail of the track over unloading pit is so



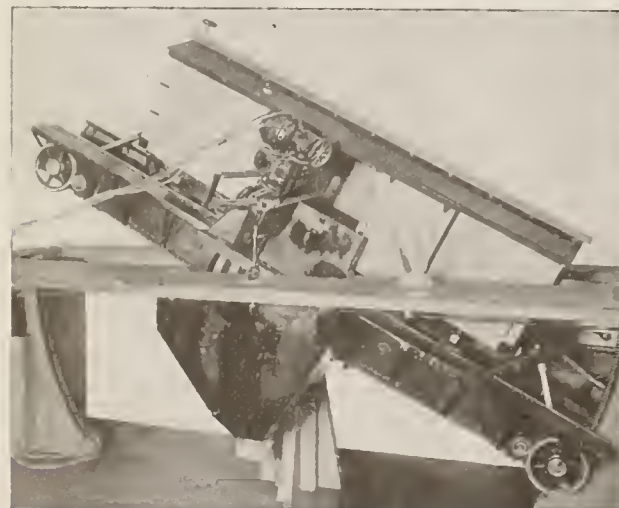
MODEL OF METCALF CAR DUMP

elevated as to give the car a natural inclination of about 10 degrees in the direction of the car door pusher, this feature making it unnecessary to tilt the car sideways.

After the loaded car has been pulled into position and the end clamps applied as shown in illustration, it is tilted to the left to an angle of 35 degrees and at the same time the door pusher is started. This pusher engages the door at one end and owing to the fact that grain pressure is relieved by the tilting of the car, pushes the door entirely clear and practically intact.

The pusher runs through to the opposite side of the car and a baffle plate that forms a part of same serves to prevent grain from running beyond the middle of the car. After the tilting movement is completed the motor is reversed and the car tilted in the opposite direction, then it is brought back to normal.

The time consumed in these various operations is four to five minutes. While the pusher is being withdrawn and the end clamps released the neces-



CAR ELEVATED ENDWISE TO 35 DEGREES

sary sweeping can be taken care of as this does not amount to a great deal and is confined almost entirely to one end of the car. The machinery consists almost entirely of spur and worm gearing. One 20 h. p. motor operates the pusher and a 50 h. p. motor takes care of all other operations.

The Metcalf company has on exhibition in its office in Chicago a working model, from which the photographs reproduced herewith, were made.

## COLLECTING RAILROAD GRAIN CLAIMS\*

BY R. O. STUART

The subject I have been requested to write upon is one of importance to every shipper of grain. It is important because thousands of bushels of grain are lost in transit every year, mostly chargeable to the negligence of the carriers. It is important for the reason that the grain is badly needed by the milling interests in all parts of the world. It is also most important from the owner's viewpoint, because of its great value, and it is important further because many shippers are not cognizant of their rights and fail to fully protect themselves against the negligence of the carriers to whom they entrust commodities valued at many millions of dollars annually.

It might be well to point out that the furnishing of defective cars is responsible for a majority of the grain losses in transit. For the past few years, carriers have had insufficient equipment for the handling of grain products. This is particularly true of the lines operating throughout the wheat growing sections of this country and is particularly true during the fall when the needed movement is the heaviest. These carriers will again this year be obliged, in order to move a portion of the now on-coming crop, to borrow and use thousands of cars of every description, many of which will belong to railroads that do not handle large quantities of grain, cars that will not be sufficiently tight to protect from leakage and for that reason, it is important that a shipper or grain owner exercise the greatest possible care to see that the cars are coopered and made as fit as possible for the handling of grain, even if the shippers are not reimbursed for the trouble, labor and expense of preparing these cars, because as one grain shipper recently stated, "It is mighty poor business to permit a car to leave the elevator on which an anticipated loss from leakage may be expected."

Personally, I do not feel that the improper condition of equipment is due alone to the negligence of the lines of the Northwest, unless they are to be condemned for owning an insufficient number of good grain carrying cars. A large percentage of the crop is moved in what we might term "foreign equipment," cars being used that belong to railroads that do not handle large quantities of grain, consequently, much of the equipment is improper for handling grain. This is particularly true of box cars so used that belong to railroads heavily engaged in the handling of coal.

I realize that the cars offered to you must be used if the crop is to be moved. The quality of the equipment depends solely on the carriers, and believing the same condition will be encountered in the future, at least for some time to come, I would like to suggest that extra precautions be taken by grain shippers to ascertain as accurately as possible the exact quantity of grain loaded into the car at shipping point, so that in case of a loss before the car reaches its destination, the extent of that loss can be accurately determined and established.

The value of grain today is so great that a loss encountered in transit, although such loss may be nominal in bushels, in the absence of reimbursement, the shipper's profit has probably been wiped out and if a shipper encounters a few larger losses and does not succeed in securing reimbursements from the carrier, it may seriously affect the earnings of the elevator or station.

Now, permit me to suggest, that in order to protect yourselves and in order to prepare yourselves for any claims that you have for the negligence of the railroads, in handling your grain in transit, that it is of the utmost importance that the quantity loaded be correctly determined. Every effort should be made by the shipper to keep the scales working correctly and the weights obtained, carefully read and recorded because where opportunity to discredit careful weighing exists, the railroads

\*Address before Northwestern Grain Dealers Association at Convention held at Bozeman, Mont., August 3, 1920, by the Manager of the Security Adjustment Company, Inc., Minneapolis.

seriously criticize the shipper's accuracy and manner of doing business and even question the propriety of making any settlements. Therefore, in the absence of the shipper having done his part, it makes the adjustment a complicated and difficult affair at best.

It is a well known fact that there are many elevators without a loading out scale and that these same elevator agents and shippers encounter the same defective equipment and losses as do agents and shippers having weighing out apparatus, and because of the absence of such scale, although the shipper may be well aware that a loss has been sustained in transit, the absence of the scale prevents him from making a claim or a complaint.

[TO BE CONTINUED]

## OFFICERS OF B. S. CONSTANT MANUFACTURING COMPANY

The firm name of B. S. Constant Manufacturing Company of Bloomington, Ill., is well nigh a household word in central grain territory, but its fame and reputation does not stop there. Rather, it is known wherever grain is grown and handled and elevators are necessary for housing the farmers' principal product, in this country as well as foreign shores. The company has been conducting an unusually large business the past few years, and we present in the accompanying picture the men



PROMINENT IN THE B. S. CONSTANT ORGANIZATION

who have helped accelerate this growth. The picture was taken recently by a representative of this periodical, on the steps leading to the company's office and shops. The men seen are D. G. Eikenberry, president and manager, J. W. Surface, secretary and treasurer, G. T. Lentz, director, H. J. Freehill, bookkeeper.

Mr. Eikenberry has been with the company since 1893, and together with Mr. Constant brought the business to Bloomington from Oxford, Ind., in 1895. The shops were first located in the central manufacturing district of Bloomington, but in the winter of 1912 and 1913 the company built its own plant on the Chicago & Alton Railroad, which it has occupied since.

Mr. Surface has been identified with the firm for the past seven years, and actively since 1918 when his son, H. E. Surface, left to become associated with Skillin & Richards Manufacturing Company of Chicago, now taken over by the Webster Manufacturing Company. Mr. Lentz came with the house about four years ago and has been active in the organization since that time.

All the grain trade is acquainted with the U. S. line of machines. They include the U. S. Grain Cleaners, U. S. Corn Shellers, Constant Safety Ball Bearing Man-lifts, U. S. Friction Clutches, Chain Drags, Wagon Dumps, besides sheet metal work and general line of conveying and transmission machinery. The business, as stated, is principally in the grain growing states, but Constant machines have found their way to all states of the Union. They have an established reputation for quality and dependability under all possible circumstances and conditions.



# ASSOCIATIONS

## NEW OFFICERS IN MICHIGAN

Because of the resignation of J. N. McAllister as president of the Michigan Hay & Grain Association, at a meeting of the officers and directors held at Saginaw, August 25, the following officers were elected for the ensuing year: President, S. O. Downer, Birch Run; first vice-president, Jay Baldwin, Marine City; second vice-president, Ray Thomas, Bad Axe; treasurer, Harry Northway, Owosso; secretary, John C. Graham, Jackson.

## NEW YORK ASSOCIATION ELECTS

The new officers elected at the annual meeting of the New York Hay & Grain Association were: F. M. Williams, re-elected president; John Maccreery, vice-president; D. C. Jones, secretary and treasurer. Three new directors were elected: J. A. McCaully, Charles M. Adams and Chas. E. Springer.

It was unanimously adopted during the session to petition the railroads to abandon the permit system and rely on regulation of traffic by embargoes only. Advance information is sometimes secured by hay dealers by the permit system, and this gives them an unfair advantage over the rest of the trade.

## PRESIDENT OF HAY ASSOCIATION

To succeed H. G. Carter of Richmond, Va., whose sudden death on August 28 left the National Hay Association without a chief executive, Robert M. White of Duluth, has been chosen, and he has assumed the duties and responsibilities of the office.

President White has been a prominent member of the Hay Association for many years, having served as a director and on important committees. He is president of the White Grain Company of Duluth, his chief interest being in the hay and feed end of the business while his son, E. M. White, looks after the grain interests.

In the selection of Mr. White, the Association has chosen wisely. No one in the trade is more conscientious in the performance of his duties than he, and none more courteous and considerate of his associates. He is held in high esteem by all with whom he has come in contact, either in business or in the Association, and his many friends unite in wishing him a most successful administration.

## FIRST ANNUAL MEETING OF UNITED STATES FEED DISTRIBUTORS ASSOCIATION

At a meeting of the Executive Committee held here late last week, it was decided to hold the First Annual Meeting of the United States Feed Distributors Association at Chicago, October 14 and 15. These dates do not conflict with that of the Grain Dealers National Association, and feed jobbers attending that convention will be able to stop off at Chicago from Minneapolis on their return home. It is expected that fully 300 feed jobbers from every section of the country will be in attendance at the feed distributors' meeting. Headquarters will be maintained at the Morrison Hotel, and all sessions will be held there. The Association membership now consists of distributors from every section of the country, making it national in every sense of the word.

No set program has been arranged for the meeting. The Association has so much business to transact at the meeting that it was decided to eliminate any set speeches, and give all of the time during the two days to actual business. It is not impossible that the meeting may extend into a third day.

The present officers of the Association are only temporary, in fact the entire organization is in a formative stage, but at this meeting permanent officers will be elected and a secretary will be employed who will give his entire time to the Association. A new Board of Directors will also be chosen, and the Association made permanent. E. C. Dreyer of the Dreyer Commission Company, St. Louis, is president of the Association now, and C. R. Crosby, of Brattleboro, Vt., W. O. Fehling of Philadelphia, H. R. Wilber of Jamestown, N. Y., and H. Vest Lancaster of St. Louis, are vice-presidents. A. C. Robinson is treasurer and David N. Sosland is secretary.

The principal business before the meeting is to arrange trade rules and to plan for arbitration committees. The meeting is expected to discuss trading conditions in various kinds of feedstuffs, and rules governing millfeeds, cottonseed feeds, feed materials for manufacturers, and every other kind of feedstuff. It is not the aim of the Association in any way to limit its activities to merely

wheat by-products and a few other kinds of feed, but rules for trading in every kind of feedstuff handled by the membership will be formulated at this meeting, or if all the work cannot be completed, by committees who will report later. Definitions of various feeds will also be formulated at the meeting. The matter of permanent headquarters for the Association will also be decided.

Since the temporary organization of the Association last June, the urgent necessity for co-operation by the feed distributing industry has been ever apparent. In the disputes between millers and jobbers over hot millfeeds, there was need for a strong organization that could meet with millers to thresh out this problem. Also, between jobbers themselves there has been difficulty, owing to lack of uniformity in contracts and confirmations, and to difference of opinion over trade rules. What the Association aims to do is to standardize feed definitions, to standardize trade rules and trade methods, and to raise the standard of the feed jobbing industry to such a basis that it will be recognized as an industry that is not only working to better its own conditions, but also working for a better understanding of feedingsuffs trade.

## SECRETARIES DISCUSS CAR DISTRIBUTION

On August 18 the secretaries of various state grain associations met in Kansas City to discuss the car situation and particularly Order C. S.-74-C., relative to the distribution of cars for grain loading. There were present at the meeting E. J. Smiley of Kansas; D. L. Boyer of Missouri; W. E. Culbertson of Illinois; C. F. Prouty of Oklahoma; and H. B. Dorsey of Texas.

As a result of the conference, the following letter was sent to the chairman of the Interstate Commerce Commission, signed by all present:

It is the sense of this meeting that we endorse the Car Distribution Circular C. S. 74 on all points except the second section of Article I, which reads as follows:

"The ratio of the quantity so reported by each shipper to the total quantity by all shippers shall be the percentage basis for the distribution of all available cars at that station during the ensuing week for grain loading." And recommend in lieu thereof in order to facilitate the movement of box car equipment available, that no order is to be accepted for box car equipment by any agent for any railroad company unless such grain so tendered for shipment is available for loading same day order is placed with railroad agent for car or cars and that an equal distribution be made of cars without regard to capacity of elevator.

## NATIONAL BEAN ASSOCIATION ORGANIZED

On August 17 and 18 a meeting of bean growers and handlers was held in Chicago. E. E. Doty of Geneseo, N. Y., acted as chairman and E. A. Little of Lansing, secretary.

An address of welcome was made by William R. Moss of Chicago which was responded to by L. W. Van Vleet of Trinidad, Colo.

A. P. Husband, secretary of the Millers National Federation, gave an interesting account of that organization and the way the work is handled by the various committees and through the secretary's office.

Frank Gerber of Fremont, Mich., spoke on the subject "The Miracle on Your Table," which is the advertising slogan of the National Canners Association. He told of the results which had been attained by a national advertising campaign by the Association, and the inspection service which has been developed.

A. G. McElwaine of Detroit spoke on "National Advertising of Beans." He described a short advertising campaign which had been conducted in Michigan with excellent results, and then outlined what might be accomplished with a national campaign and gave approximate costs and a guess at the result. The address made an excellent impression.

Mr. Churchill of the Lima Bean Growers Association of California made a few remarks in response to the request of the chairman, and then the meeting was thrown open for general discussion.

Upon motion the chairman appointed a committee on organization to report the following morning, the committee consisting of Mr. Way, Mr. Hulett, Mr. Chamberlin, Mr. Ferrin, Mr. Drees, Mr. Little, Mr. Kehoe, and Mr. Buning.

The first business on Wednesday morning was the report of the committee appointed the afternoon before. The report was as follows:

Your committee are pleased to report their recommendations as follows:

That the present conditions call for the organization of the National Bean Federation with purposes in general as follows:

To advance the general interests of its members

and those affiliated in the industry, the growing, handling, marketing, canning and distributing of beans in the United States; to inculcate just and equitable principles in trade and secure their adoption in the markets at home and abroad; to acquire, preserve and disseminate valuable business information and generally to perform any act appertaining to the said industry for the benefit of its members not in conflict with state or national laws.

The committee also recommends that the present temporary organization be continued until a permanent organization is formed:

That the organization be known as the National Bean Federation;

That the secretary forward to all affiliated associations the full proceedings or minutes of the meeting, with the request that each organization appoint a committee of one to meet on October 19, at the call of the president, for the purpose of preparing a constitution and by-laws for the government of the Federation.

(The following recommendation was added on Mr. Way's motion by the convention:)

The Committee also recommends that in forming this new organization it is not the intention to interfere in any way with the gradings or other methods now in force by the different associations.

The report was accepted and upon motion the committee was continued and empowered to draw up a tentative constitution and by-laws, to be presented to the meeting called for October 19. The chairman was added as an ex-officio member of the committee.

The secretary read some letters and telegrams which he had received relative to the proposed organization, and after an invitation had been extended for donations to cover the expense of the initial meeting the meeting was adjourned.

## DEATH OF H. G. CARTER

The hay and grain trade of the country were shocked on August 28, by the death of H. G. Carter of Carter, Venable & Co., of Richmond, Va., president of the National Hay Association. He was instantly killed when his automobile turned over near Staunton, Va. None of Mr. Carter's three friends in the car was seriously injured.

Mr. Carter was born in Petersburg, Va., in 1870, coming to Richmond in 1888. His business career began in that year with Simpson Bass & Co., with whom he was associated until 1908 when, on the death of Captain H. F. Dean, he purchased that business with his brother, W. J. Carter, and established the firm of H. G. Carter & Co.

In 1911 A. Reed Venable joined them and the present corporation of Carter, Venable & Co. was formed of which H. G. Carter was the president. The firm is a factor in the hay and grain business of Richmond and Mr. Carter has occupied several responsible positions on the Board of Directors of the Exchange and Chamber of Commerce and on various committees and the Board of Directors of the National Hay Association, of which he was elected president last July.

Mr. Carter was unmarried and is survived by three brothers and one sister. The funeral services were held at the home of his brother W. J. Carter of Richmond on Sunday, and the burial in old Blanford cemetery at Petersburg.

## GRADES RECOMMENDED FOR MILLED RICE

Long, Short, Round, Mixed, Second Heads, Screenings and Brewer's are the classes, and Extra Fancy, Fancy, Choice, Medium and Sample Grade are the grade names adopted in the new United States grades for milled rice which are recommended by the Department of Agriculture.

The classification into Long, Short, Round and Mixed is based on the length of whole kernels; the remaining classes on the size of broken kernels.

The original recommendations of the Department were for numerical grade designation only, consistent with the standards for shelled corn, wheat and oats, but at the urgent request of the rice trade generally the grade names used at present in commercial practice were adopted. However, the numerical grade equivalents have been placed in parenthesis after each grade name, and it is recommended that the numerical grades be used as much as possible.

The grade requirements and other information will be issued shortly in a Department circular now being printed. These rice grades are permissive and are not established under the Grain Standards Act.

THE Economy Mercantile Company has contracted with the Burrell Engineering & Construction Company of Chicago, for a 200-ton coal storage plant to be built at Clinton, Iowa.

ACCORDING to J. R. Anspaugh, secretary of the Kansas State Bankers' Association, when the present wheat harvest is over Kansas bankers will have approximately \$100,000,000 tied up in 1919 and 1920 crops.

ACCORDING to a dispatch from the International Institute of Agriculture, Rome, the wheat production in India for 1920 is estimated at 376,884,000 bushels, which is 134.4 per cent of the 1919 crop and 106.6 per cent of a 5-year average. The production of flaxseed in India is given as 17,320,000 bushels, or 184.3 per cent of the 1919 crop and 94 per cent of a 5-year average.



## NEWS LETTERS

## BUFFALO

ELMER M. HILL      CORRESPONDENT

**B**UFFALO grain interests have been advised that the Interstate Commerce Commission at Washington has approved the new basis of grain rates from c. i. f. Buffalo to seaboard ports for export and to domestic and seaboard ports for domestic use. The shipping rate all-rail from Chicago has been advanced 40 per cent but the at-and-east rate from c. i. f. Buffalo has been advanced only 25 per cent for export and 30 per cent for domestic. The new wheat rate will figure 20 cents per 100 pounds from c. i. f. Buffalo to New York, with the customary differentials to other ports. The rate will be 12 cents per 100 pounds less than the Chicago re-shipping rate.

This new basis of rates, which became effective September 1, supersedes the rate schedule that only allowed 7 cents a hundred less rate from Buffalo than from Chicago. The result is that the new rate will favor bringing grain by lake to Buffalo to the extent of 5 cents per 100 pounds and makes a larger spread between the at-and-east rates of Buffalo and the reshipping rate from Chicago than ever existed.

Buffalo grain interests claim that it will materially increase the movement of grain via Buffalo on the lakes, especially from Lake Michigan ports and will be of material assistance in the economic use of empty cars which can be shuttled between the grain fields and the Lake Michigan ports in the West and between Buffalo and the Atlantic Seaboard in the East using the lake boats to take up the haul of over 500 miles.

The creation of this new rate basis is the result of co-operation that has been given to the grain producers and the grain interests by the Trunk Line Association, and was arranged by agreement and approved by the Interstate Commerce Commission. Prominent members of the Buffalo Corn Exchange say the new rate schedule should increase the movement of grain via lake to Buffalo 50,000,000 bushels per year.

Compilations of rates from Buffalo to the seaports upon the 25 per cent increase show that the new tariff is approximately as follows:

At-and-east rates from Buffalo to seaport for export:  
Wheat, 20.17 cents per hundred pounds.  
Corn and rye, 19.13 cents per hundred pounds.  
Barley, 20.08 cents per hundred pounds.  
At-and-east rates from Buffalo to seaport for domestic use:  
Wheat, 21.17 cents per hundred pounds.  
Corn and rye, 21.29 cents per hundred pounds.  
Barley, 21.08 cents per hundred pounds.  
Oats, 20.63 cents per hundred pounds.

State Engineer Frank M. Williams, following a conference with representative grain men throughout New York state, announces the approval of tentative plans he has prepared for a big grain elevator that the state is to construct at the Gowanus Bay terminal of the barge canal. The plans will permit grain carrying barges from Buffalo to tie up at the Henry Street pier on the terminal while unloading devices of the most approved model will be installed to transfer the grain direct to the cargo vessels which will tie up on the opposite side of the pier. In addition to the devices for the transfer of the cargoes, the state engineer's plans call for the construction of a concrete grain elevator with a storage capacity for 2,000,000 bushels of grain. The elevator is to be built in such a manner that additions can be built from time to time when conditions warrant such steps. The structure will be equipped with drying and weighing devices and facilities which will simplify the transfer or storage of grain while the storage bins will be of different sizes so that different lots of grain can be separated. Tentative plans also are being worked out by Mr. Williams for the elevator which the state is to construct at Oswego.

Fire practically destroyed the main buildings and contents of the Olean Mills and Elevator in East State Street, Olean, with a loss estimated at \$25,000. A bolt of lightning is blamed for the fire. About 100 tons of feed and grain were lost.

George E. Pierce, bankrupt grain broker and elevator operator, has petitioned Bankruptcy Referee James W. Persons for permission to reopen the Evans Elevator on the waterfront. This is one of the structures involved in the financial difficulties of the grain man. Pierce asks permission to reopen the

elevator for five or six months, with the option of repurchasing it if he succeeded in making good. At present the elevator is in the hands of the trustee, Henry J. Turner.

A party of 30 grain dealers from various parts of the United States, especially the Middle West, visited Niagara Falls, Ont., as part of a tour of the Canadian wheat belt. The object of the trip was to look over the wheat fields of the prairies in western Canada, and study the problems of the farmers.

Charles Spratt, well-known Buffalo grain merchant, who was associated with George E. Pierce in the grain brokerage business in the Chamber of Commerce building, is dead. He is survived by his widow.

Bids have been asked for the construction of a concrete grain elevator in the Buffalo harbor by the Standard Milling Company of New York. The proposed elevator will have a capacity for 7,000,000 bushels and will cost between \$18,000,000 and \$21,000,000, according to the estimates of engineers. The new plant will be a combined grain elevator and flour mill. A site has been acquired in the outer harbor with connections with the Buffalo Creek Railroad. On the waterfront side the elevator will be long enough to accommodate several grain carriers at one time. It is the intention of the company to erect the structure on concrete piles driven into the water from the present shore line out to the channel line.

NEW YORK  
C. K. TRAFTON - CORRESPONDENT

**C**HARLES ROCKWELL, once prominent in the local feed trade with offices at Mount Vernon, N. Y., who went to Chicago five years ago and became president of the Park & Pollard Company, feed manufacturers, has sold out his interest in that concern. In the future he will act as eastern representative for the J. J. Badenoch Company, Inc., feed manufacturers of Chicago. He was on the Produce Exchange floor for a short time early this month and received a hearty welcome from his many old friends and associates.

B. V. McKinney, representative of the Produce Exchange for Bolle-Watson Company, grain exporters and importers, returned to the floor recently after an absence of about five months spent in a pleasure and business trip in Europe, taking in Great Britain, France, Italy and Greece.

Charles S. Band, who resigned his associate membership in the New York Produce Exchange about a month ago, has been elected to regular membership. Mr. Band is associated with his father, C. W. Band, manager of the local office of James Carruthers & Co., Ltd., prominent grain merchants of Montreal, Winnipeg, and New York.

Wm. K. Martenis of Martenis Bros., grain merchants, has been elected to regular membership in the Produce Exchange, being transferred from the associate class.

Harold D. Irwin, associated with Julius H. Barnes in the newly organized Barnes-Irwin Company, Inc., of Philadelphia, who has been elected to membership in the Produce Exchange, was on the floor for a short time recently. George S. Jackson, who is associated with Julius H. Barnes in the Barnes-Jackson Company, Inc., recently organized in Baltimore, was also a visitor among local grain dealers on 'Change.

Carlos Falk, manager of the grain department of P. N. Gray & Co., Inc., export and import merchants, who resigned his associate membership in the Produce Exchange last month, has applied for admission to regular membership.

The following applicants have also been elected to membership in the Produce Exchange: Alfred Ettlinger of the Chesapeake Export Company, Inc.; Prentiss N. Gray, president of P. N. Gray & Co., Inc., export and import merchants; Walter M. Lambert of Muir & Co., export and commission merchants; Forrest W. Wallace of Mosher & Wallace, stocks and grain, New York; Monroe Wellerson of the

Washburn-Crosby Company, flour millers; Clay B. Halboth of the Harry R. Gordon Company, distributors of flour and cereals; W. Simpson, associated with W. C. Ormond, local flour distributor.

Frank C. Blanchard, grain and feed dealer of Brooklyn, has been elected to membership in the Produce Exchange. Mr. Blanchard is a nephew of George W. Blanchard, prominent in the grain trade for many years as president of the North American Grain Company, and secretary of the North American Export Grain Association.

Edward C. Graff, formerly connected with the Armour Grain Company, but now with the old grain house of Parker & Graff, is an applicant for membership in the Produce Exchange. His two brothers, Harry and Howard, are already acting as representatives of the same firm on the Exchange floor.

Applications for membership in the Exchange have also been received from: Henry J. Dahl of P. N. Gray & Co., Inc., import and export merchants; and Michael Birnbaum of Knight & Co., grain merchants.

Jesse A. Chase of J. A. Chase & Co., Inc., dealers in grain and feeds, has transferred his membership in the Produce Exchange. Mr. Chase is a son of the late Theodore B. Chase, well known in grain circles years ago as a member of the old firm of Hollister, Chase & Co.

Alexander Johnstone, familiarly called "Sandy" by his many friends, who arrived from Scotland many years ago and was long a prominent figure in the export grain trade, has transferred his membership in the Produce Exchange.

Other memberships transferred were: H. W. Doughten, seed merchant, and S. Grann-Meyer, flour distributor.

Frederick Harrison of London has applied for a membership in the Produce Exchange, where he will represent The Wheat Export Company, Inc. Mr. Harrison was prominent in the export trade years ago as a member of the old firm of H. P. & F. Harrison, returning to England shortly after the beginning of the war.

According to a notice posted on the bulletin boards of the Produce Exchange, the membership of Robert T. Crossen, formerly engaged in the local grain and feed trade, has been terminated.

Victor E. Newcomb of Morrow & Co., distributors of grain and cereal products, was back at his post on the Exchange floor recently after a business trip in Europe.

Frank D. Wade of Bartlett Frazier Company, commission merchants on the Chicago Board of Trade, spent two weeks on the Produce Exchange floor last month, acting as manager pro tem of the firm's local office, while their regular representative, Guy Hamilton, was away on vacation.

According to two letters displayed on the bulletin boards of the Produce Exchange, Hans Folkers of Wm. H. Muller & Co., New York and The Hague, and G. Schilperoort of the Van Stolk's Commissiehandel, Rotterdam, are acting as purchasing agents on this country for the Netherlands Government and for a combination of Dutch millers.

## LOUISVILLE

A. W. WILLIAMS - CORRESPONDENT

**B**USINESS with the local elevator companies has been rather quiet this season, although it is beginning to show improvement as a result of lower prices, more confidence in immediate markets, a slightly easier money market, and better general movement. The elevators have felt the wheat situation especially, as they generally carry a good deal of wheat in the early fall for the mills, whereas the mills this year have not been buying wheat, except for immediate use, and haven't carried full stocks in their private elevators, much rather securing outside accommodation.

The history of the 1920 wheat crop appears to be the same in all of the interior elevator points, the only wheat stocks of any prominence being at seaboard points. Of course a good many small country elevators are carrying wheat, either on personal account, or for farmers. Millers have taken the same attitude on wheat that the flour jobber has. The flour buyer hasn't been stocking, and the miller has laid off of contracts, even where they could be secured, and has been buying for immediate needs.

Cash wheat has been steady at \$2.60 to \$2.65 a



bushel for No. 2 red for the better part of the past three weeks, and with a strengthening in December option, prospects are for a steadier and higher market from now on.

\* \* \*

There has been an excellent demand for seed rye this fall from the farmers and seedmen, but breaks in Northern rye markets have resulted in a very unsteady market. Rye is quoted at \$2.35, which was \$2.45 two weeks ago, and which has flirited all the way from \$2 to \$2.45 within a month.

Corn markets have been a bit wild, but are steadier at lower prices. Due to lack of milling demand, white corn was quoted under yellow, but a better milling demand recently has forced white corn to a premium over yellow.

The hay market has been fairly steady at around \$35 to \$36 for No. 1 baled Timothy. Demand is fair, with holdings light, and receipts light. Offerings have been fair, but there haven't been ears to move them. The new rail rates favor river hay, but there isn't much movement at the present time.

The straw market has been high all season, due in part to activity of paper mills in buying up all the straw they needed early in the season. Straw was in short supply to start with, and the highest early fall straw prices on record are being asked.

\* \* \*

Reports from all sections of Kentucky indicate a very heavy corn crop. It is reported that corn is in fine shape, and while it was planted late, it has had plenty of rain and good growing weather. Unless killing frosts are unusually early a big crop will be harvested, especially in the western Kentucky bottoms.

\* \* \*

Reports from seed wheat men and implement men show that there is a heavy demand for good seed wheat and for grain drills, with indications that a bumper wheat acreage will be planted this fall.

\* \* \*

It is interesting to notice that there is a much wider range in prices on mill feeds this year than usual. Before the war there was seldom a range of more than two or three dollars between bran and shorts, whereas the range now is \$8 a ton. Louisville mills are quoting bran at \$54 a ton; mixed feed, \$62; middlings, \$66. In August there was an \$18 range between bran and mixed feed.

\* \* \*

F. C. Dickson, of the Kentucky Public Elevator Company, reports a slight improvement in business during the past 10 days, as a result of steadier markets, with prospects of a good winter business when new corn starts moving, as crop prospects are unusually good.

\* \* \*

The Kentucky Feed & Grain Company has completed the roof on its new 25,000-bushel elevator, and will have the plant in operation within a few weeks. It is planned to enlarge the capacity later on.

\* \* \*

News was received from Washington on August 20, stating that proposed increases in rates on grain from St. Louis to Louisville and Cincinnati were suspended on that date by the Interstate Commerce Commission until December 18, pending investigation of the reasonableness of the charge.

\* \* \*

Kentucky millers report that prospects are for higher priced Soft Winter wheat than Hard or Spring wheat, due to the fact that export buying is on Soft wheat, which is getting a bit scarce even at this early season.

\* \* \*

Fred Borries, traffic manager of the Ballard & Ballard Company, in a recent statement said that he did not believe the new freight rates would cut down territory or effect Louisville grain or milling business.

Certain local traffic experts are of the opinion that the new rates will encourage grain growing in the South. Louisville and the South have an advantage in that the increase south of the Ohio River is but 25 per cent as against 40 per cent in the North.

\* \* \*

Arnold, Borden & Company, of Louisville, to deal in hay, grain and feed, have been incorporated with a capital of \$25,000, by R. C. Arnold, D. S. Borden and S. Borden.

\* \* \*

Duncan & Company, Lagrange, Ky., have bought the business of the Lagrange Feed & Grain Company, formerly operated by the late W. J. Wilson, and sold by his son, Herman Wilson. Ollie Latimer has been placed in charge.

\* \* \*

Much complaint has been heard concerning the orders of the Interstate Commerce Commission giving priority to coal moving to public utility plants, which resulted in such coal selling at \$6 to \$7 a ton at mine, while industries which are not on the priority are unable to buy coal for less than \$7.50 to \$10 a ton, according to quality, and then can't get deliveries due to shortage of cars for loading out coal, as public utilities are alleged to have been stocking heavily and using almost all cars available, whereas they were to have received coal for current use only. Wagon mines have been deprived of the use of open cars, it being alleged that they hold in check car

movement. However, they are permitted to load box cars, which results in greater scarcity of box cars for movement of grain and other lines. Domestic consumers haven't received their coal stocks as yet, and indications are for a bad period this winter in view of miners' strikes, light production, and light supplies.

\* \* \*

The Kentucky Railroad Commission, after discussing the matter of intrastate rates and the recent advance, decided not to interfere in any way with the Interstate Commerce Commission ruling, therefore intrastate rates are advanced on the same basis as interstate rates.

While it has been argued that river transportation companies will come to the fore as a result of the new rates, it is shown that river companies needed an advance badly at the time rail rates were increased, and were glad enough of the opportunity to advance their own rates, so that there will not be much encouragement from that source.



THE farmers and co-operative elevator companies in this territory have organized the Co-operative Union Elevator Company and taken over the property of the Union Elevator Company at Cleveland to establish what is generally listed as a terminal bouse for grain. The Co-operative Union Elevator Company was incorporated last month for \$300,000. The stock will be sold to co-operative ele-



H. W. ROBINSON

vator companies and other farmers' concerns in the territory served. Holdings will be limited to \$1,000 each to shareholders and profits will be distributed first through dividends on stock and the rest to members in proportion to their patronage.

The whole organization of the Union Elevator Company which has sold out to the farmers' corporation is taken over in the transfer. H. W. Robinson, president and general manager, was vice-president of the old concern. Besides Mr. Robinson, officers of the Co-operative Union Elevator Company are, H. P. Miller, Sunbury, Ohio, vice-president; Charles E. Latchaw, Defiance, Ohio, secretary and treasurer. Other incorporators are C. W. Palmer, Defiance, Ohio; C. R. Croninger, Grand Rapids, Mich.; L. I. Winch, McClure, Ohio, and Fred Smith, Fostoria, Ohio.

In anticipation of Cleveland becoming an ocean port through the advancement of the Great Lakes-St. Lawrence Tide Water projects, the location of the first co-operative grain elevator was secured for this city, Cleveland by this move is made the key city in the plans for commerce for co-operative grain selling, according to Mr. Robinson, and this elevator will serve as a terminal for line elevators owned by farmer organizations in western Ohio, part of Illinois, Indiana and Michigan. Plans will also be formulated for serving in the East.

Mr. Robinson, manager of the new company, is a farm owner and is president of the Grain and Hay Exchange of the Cleveland Chamber of Commerce, with which the Co-operative Union Elevator Company

will continue its affiliation. He is a former president of the National Hay Association and the Ohio Grain Dealers Association.

The present plant of the co-operative has a capacity of 250,000 bushels and has equipment for scouring, drying, cleaning, and separating, also for the manufacture of dairy feeds.

\* \* \*

F. W. Blazy and family are touring through the East and expect to visit Washington, Philadelphia, Atlantic City and New York City before their return to Cleveland.

\* \* \*

C. G. Watkins, president of the Cleveland Grain & Milling Company, has again been selected chairman of the Chamber of Commerce's Transportation Committee. This will make the third year Mr. Watkins has served in this capacity.

\* \* \*

The following prominent Cleveland grain dealers will attend the Grain Dealers National Convention in Minneapolis: H. W. Robinson, A. A. Kemper, C. W. Fairchild, F. E. Watkins and C. R. Moody.

\* \* \*

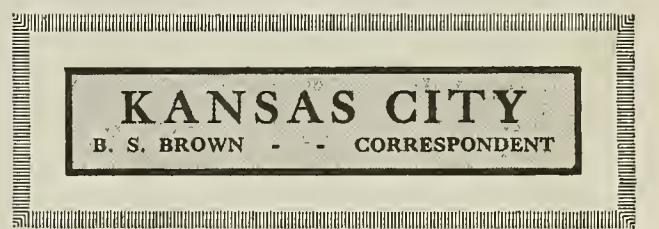
The Cleveland Chamber of Commerce through its Executive Board went on record August 25 as in favor of the development of Cleveland as an ocean port and it indicated that it would favor the Great Lakes-St. Lawrence route. Hearings will be held before the joint Commission late in October at the Cleveland Chamber of Commerce and this is of particular interest to grain dealers because of the development of the Co-operative Union Elevator Company and the proposed plans of the Cleveland Grain & Milling Company for building a 2,000,000-bushel elevator and a 6,000,000-barrel flour mill, also a warehouse and feed mill, at this port in the near future. Both of the above mentioned companies have large holdings at present along the Cuyahoga River where their development will take place as will the waterway to the Atlantic Coast for ocean going vessels.

\* \* \*

Wheat prices the past 30 days have shown a tendency to steadiness, ranging in the Cleveland market pretty close around \$2.50 per bushel. Receipts have steadily improved since August 1. Corn and oats for the No. 3 grade have made slight variations from day to day. An average price for the past 30 days for No. 3 white oats of the new crop would be about 74 cents per bushel. No. 3 yellow corn is about \$1.70 per bushel and that would be a fair average.

\* \* \*

New hay was quoted for the first time on the Cleveland market on August 19. The opening price for No. 1 Timothy was \$30 per ton, f.o.b. Cleveland, but has advanced since then. Straw prices have remained practically steady all summer. No. 1 rye straw being quoted at \$15.50 and No. 1 oats and wheat straw at \$15 per ton.



AN UNUSUAL feature of the wheat situation at Kansas City has been the absence of elevator stocks. Receipts have been fairly liberal, but in the aggregate have not been adequate for requirements and as a result stocks have decreased gradually since the new crop movement started the first of July. Total stocks September 7 were 1,799,000 bushels, compared with 3,902,000 bushels early in July. Ordinarily in July and August a large surplus supply of wheat arrives and there is a big accumulation in elevators. A year ago stocks were 13,466,000 bushels, and two years ago 9,712,000 bushels. Elevator operators do not think that there will be more than a few million bushels here at any time this season. Most of the storage space is not in use at present and elevator companies have felt the effects of the reduced income for many weeks. The only chance for relief is in a big improvement in transportation conditions, which would allow shipments greatly in excess of demand. The wheat is available in the country and it is generally thought farmers would sell freely, despite announcements that they would hold for higher prices, if cars could be provided as fast as wanted.

\* \* \*

Much has been said in the Southwest recently regarding the tendency of farmers to hold wheat for higher prices. In a number of cases meetings have been held by farmers' organizations and the members have announced they would hold wheat until the price was more satisfactory. The market has not shown itself sensitive to news of this sort and it is not generally thought that farmers will store grain to a larger extent than usual. Receipts have been small the past few weeks and most country stations say little wheat is offered, but this appears to be more the result of the car shortage and the rush of fall plowing and planting. Extensive inquiries have been made from Kansas City, most of which



indicate that farmers will sell their wheat at about the same rate as usual. There have been few instances where the offerings of wheat were not more than adequate for the car supply. Prices in the country have generally been low, around \$2 to \$2.25 in the Kansas City territory. Farmers say these prices are not satisfactory and indicate \$2.50 as the minimum.

\* \* \*

There was no change in the tone of advices regarding the car situation the past month. Kansas City firms kept in close touch with shippers in nearly all parts of Kansas, Missouri and Oklahoma and it was generally said that the supply of cars was inadequate for the demands of shippers. The movement in most localities was restricted. The tendency of farmers to hold wheat for higher prices, the rush of fall plowing and planting and muddy roads were mentioned as causes for the smaller receipts, but it was generally agreed that the car shortage was the main factor. Prospects of relief are considered remote, though the present movement can probably be maintained most of the winter. For nearly six weeks in July and August Kansas City receipts averaged about 200 cars a day, which was from one-third to one-half the arrivals a year ago and two years ago.

\* \* \*

Wheat receipts at Kansas City in August were 6,320 cars, an increase of 1,305 cars over the July movement and less than half as much as a year ago, when arrivals amounted to 14,012 cars, the largest amount ever received at Kansas City in one month. This month's arrivals were 1,557 cars less than the 10-year average. Corn receipts in August were small, 276 cars, compared with 635 cars the preceding month, 305 cars a year ago and a 10-year average of 878 cars. Oats receipts showed a moderate increase over July, but were smaller than a year ago and well under the average.

\* \* \*

A resolution adopted recently by the Kansas City Board of Trade provides that "In order to secure a uniform trading basis and to protect the integrity of proportional and transit billing and because of the present lack of uniformity between interstate and local or intrastate billing, all floor and 'to arrive' purchases of cash grain shall be on the basis of interstate rates, which means that the seller shall allow to the buyer charges including full legal interstate rates except that where it is conclusively shown that grain or its products move wholly within the state of Kansas or Missouri and are not reshipped on proportional or transit billing, the transaction may be on the basis of the state rate."

\* \* \*

The Wyandotte Elevator Company, which will follow a plan in merchandising wheat of uniform quality to mills, started operations at Kansas City September 1. The company will maintain laboratories to secure wheat mixtures that will produce desired grades of flour. Wallace C. Bagley, wheat buyer for the Southwestern Milling Company for five years, will be manager of the firm. It will use the million bushel elevator now under construction by the Southwestern Milling Company.

\* \* \*

D. F. Piazek, former second vice-president of the United States Grain Corporation and agent at Kansas City, closed his office September 1. The unfinished business, of which there was a good deal, was turned over to the New York office. Claims for substantial amounts were received up to the last day. Mr. Piazek has announced that he will take an extended vacation on his farm near Kansas City.

\* \* \*

Congestion of wheat at the Gulf Ports has been relieved to a large extent the past few weeks and there are now no important restrictions against shipments from Kansas City. At one time there were probably 10,000 cars of wheat either on track or en route and the embargoes were lifted. Shippers who had sold wheat to the Gulf for August delivery brought strong pressure to bear in order to enable them to fulfill their contracts. There is still a large amount of wheat at Galveston and New Orleans, but it is thought that fresh arrivals can be handled without causing additional congestion. The carlot market at Kansas City was keenly sensitive to conditions at the Gulf as export buying was practically impossible with embargoes in effect.

\* \* \*

Allen T. Sawyer, formerly with the Hall-Baker Grain Company, has been elected a member of the Kansas City Board of Trade. The membership was purchased directly from the secretary for \$15,000. There are now 217 members. He is with the Langenberg Bros. Grain Company, succeeding W. W. Young, who is now with Dilts & Morgan.

\* \* \*

There is probably more confusion in the minds of grain dealers at present in regard to future wheat prices than at any time during the season. It has been demonstrated clearly a number of times that export buying can impart decided strength to the market, but there is much doubt as to the extent of foreign requirements. Purchases thus far this season have been larger than usual, which may mean that buying will keep up at a substantial rate for some time or that buying has been concentrated at the be-

ginning of the crop year. The car situation continues an uncertain factor and prevents prices from being an accurate reflection of supply and demand conditions. At present the most conspicuous feature of the market is the fact that cash wheat is at big premiums over December and March deliveries and March wheat is at a discount under December. This condition obtains, according to most grain men, because it is thought that the abnormal car situation will result in a fairly liberal movement to terminal markets later in the season at which time there will be a downward readjustment in cash prices to the level of futures.

\* \* \*

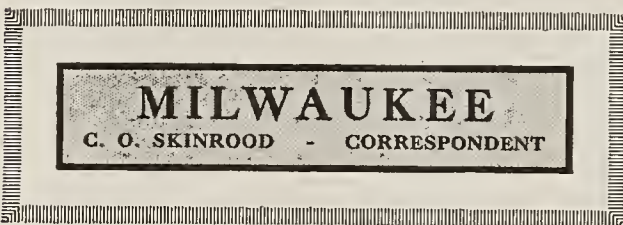
The Updike Grain Company of Omaha will open another office in Kansas City about the middle of the month to handle cash grain. Frank A. Howard, who will be in charge of the office, has applied for a certificate of membership in the Board of Trade, which, as provided in the rules of the Exchange, costs \$15,000. The Updike Company has maintained an office here for several years to handle futures, with J. K. Christopher in charge. It will be maintained as formerly.

\* \* \*

Abundant rainfall in most of the Southwest the past few weeks has put the soil in excellent condition for fall plowing and planting of wheat. In Kansas, Missouri and Oklahoma the work has progressed rapidly, except where rains have kept farmers out of the fields. In numerous cases it is claimed that the acreage will show a substantial increase over last season as a result of the favorable weather for farm work.

\* \* \*

Export demand has been fairly active at Kansas City the past few weeks and liberal amounts of wheat have been sold to private English buyers and a number of European countries: Holland, Belgium, Italy, France and Switzerland. Purchases in the carlot represented both old and new orders. There has been a substantial short interest in the carlot market all season. Most of the business has been for shipment to the Gulf, though some was for eastern ports. Several firms have had difficulty with drafts on foreign governments, particularly the French. One company had \$500,000 tied up for 10 days.



**G**RAIN dealers are above all interested at this time in the new grain movement, receipts and their relative size being the thing that the trade is watching to see especially if there is a disposition on the part of farmers to sell at the present prices.

During the first week of September which marked a sharp decline in grain prices, 18 to 20 cents for corn, 4 to 6 cents for oats, 10 to 11 cents for rye and other grains in proportion, the receipts of grain were just moderate. For the first week of the month, total offerings were 1,107 cars as compared with 891 cars the week before, 1,549 cars a year ago, and 941 cars for the corresponding week of 1918. This suggests that offerings are increasing, being larger than the preceding week, but they are about one-fourth less than for the corresponding week of last year.

The distribution of the grain coming is also an index of the trade and the disposition of those having grain to sell, receipts for the first week of September being 152 cars of barley, 166 cars of corn, 574 cars of oats, 72 cars of wheat, 143 cars of rye and no cars of flax. The review suggests that oats actually make up half of the present offerings, while rye and corn, and to some extent barley, figures largely in the receipts at the Milwaukee market.

\* \* \*

One Milwaukee grain man says that in view of the fact that the present crop of grain was raised at the high costs all along the line, the grain trade must expect high prices right through the season. He also points to the fact that whenever prices have gone down unduly recently, there is an immediate disposition of farmers to hold back their grain. Another grain trader points to the lower prices of grain for December delivery as an indication that lower prices are coming, also that lower prices are warranted because of the large crop of grain this season.

\* \* \*

Among the recent visitors at the Chamber of Commerce are W. Schlaeger of Venezuela, indicating the wide interest which the grain trade of Milwaukee enjoys. Mr. Schlaeger was obtaining first hand information of grain exchanges in his visit at Milwaukee, because of its rank as one of his important primary markets.

\* \* \*

Secretary Harry A. Plumb of the Milwaukee Chamber has recently returned to his work after a three weeks' vacation at Lake Michigan, Marquette County, northern peninsula of Michigan. Mr. Plumb came back eager to echo the praises of northern Michigan where he said roads are excellent through

miles and miles of waste land, mines and forests. He marvels especially at the fact that so sparsely settled land as upper Michigan has such extraordinary roads. Most of the counties of the upper peninsula have voted large bond issues for the erection of fine highways, he said.

\* \* \*

The Chamber of Commerce of Milwaukee was closed on Labor Day, September 6, but it was kept open on September 7, despite the fact that Primary Day in Wisconsin is a legal holiday. Banks, however, of the city were closed on Primary Day.

\* \* \*

The September rate of interest on advances has been fixed by the Finance Committee of the Chamber of Commerce at 8 per cent. This is the high rate which has been prevailing for some time.

\* \* \*

A project is on foot in Milwaukee which is likely to develop into one of extreme importance for the Milwaukee grain trade, and by the same token of equal importance to the entire grain trade of the Northwest. The new plan is that of an enlarged car-ferry service across the lake by which the Milwaukee shipper will be able to avoid very largely the congestion of the Chicago market. The plan would ultimately call for an hourly service by carferries to the Eastern trunk lines at Muskegon, Mich. This plan was outlined by a committee of the Association of Commerce which returned from Muskegon a few days ago after having investigated terminal facilities and other questions in connection with the enterprise in Muskegon.

Within three weeks it is expected that a meeting will be called to consider a huge scheme to finance a terminal for car ferries here which will cost, it is believed, about \$3,000,000. The plans for the terminal have already been drawn and it is proposed to use the Petit Salt Company docks for the terminus here.

"If shippers back this project as they should, carferries will be in operation between Milwaukee and Muskegon within six months from the start of actual work," declared Wheeler P. Bloodgood, who is counsel for the committee on terminal site and a leading attorney of Milwaukee. Mr. Bloodgood declares that the car ferries can make the trip from Milwaukee to Muskegon in four to six hours. They would be operated by the Muskegon Railway and Navigation Company which is building a 2,000 foot dock at Muskegon and which also controls a belt line connected with the Pennsylvania Railroad. This is believed to be one of the most far-reaching and valuable shipping projects brought up in Milwaukee for many years. The long standing complaint of too few railroads for the city would be met in part, even largely, by the proposed scheme.

\* \* \*

Indications are that the building project of the Chamber of Commerce is likely to go over for another year on account of the high costs, according to Secretary Harry A. Plumb. It is still possible for the grain men to make an extension of the lease on the building for any time required. The present lease, he says, expires May 1 next, so that it would be out of the question to build before that time. The lease will have to be extended for a year, or possibly more, to give time for the erection of a large building. Mr. Plumb believes it would be highly unwise to build just when the building costs are at the peak, which would mean over capitalizing the structure for its entire life.

\* \* \*

That grain is moving out rapidly from Milwaukee is indicated from the report on grain in store for September 4, 1920, the latest returns for the city. The wheat in store was 59,000 bushels, corn only 41,000 bushels, oats more than 1,374,000 bushels, barley about 71,000 bushels, and rye approximately 36,000 bushels. Only the supply of oats in store appears to be large.

\* \* \*

Latest reports from Wisconsin indicate that the dry weather has quite seriously damaged the corn crop, especially in north central and northwestern counties. Threshing has made excellent progress throughout the state and the general report is of good harvests, with the exception of spring wheat, which is only a fair yield.

\* \* \*

A very large crop of oats is in prospect in the state according to the official figures, with a promise of 96,000,000 bushels, which represents a gain of about 4,000,000 bushels in a month and which is almost 20,000,000 bushels higher than the 78,000,000 bushel yield a year ago. The condition of oats is around 92 per cent compared with 77 per cent a year ago.

Wisconsin will have a barley crop of about 16,000,000 bushels, which is considerably larger than the 13,000,000 bushels of last year, but it is lower than the 19,000,000 bushels which is the five year average. This average goes back to the time when barley was more popular as a crop in the state, before the dry regime.

The state is going to have a considerable loss in its corn crop, judging from the report on the Wisconsin condition which promises only 67,000,000



bushels as compared with about 85,000,000 bushels a year ago. The color of corn is not good, the plant is short and a small yield is almost assured. In a month the condition of the corn crop has fallen 3,000,000 bushels, showing the adverse effect of the recent weather.

Wheat yield of Wisconsin has fallen almost 1,000,000 bushels compared with last year, with a total forecast of a little more than 6,000,000 bushels. Drought and rust hit the spring wheat hard, the report says, which cut the usual 5,000,000 bushel yield down considerably.

\* \* \*

A report on comparative prices for Milwaukee indicates that quotations are holding their own well as compared with last year despite the large declines in the last few weeks.

Barley now sells around \$1.18 for choice as compared with \$1.41 a year ago, suggesting a loss of a little more than 20 cents per bushel.

No. 3 white oats selling around 63 to 65 cents is about six cents cheaper than the 69 to 72 cent level prevailing a year ago.

Rye is selling decidedly higher than a year ago, with sales recently at \$1.88 to \$1.89, or about 42 to 45 cents ahead of last year, when the ruling rate was a little over \$1.40.

Corn of good quality has been selling around \$1.45, which is about 20 cents under the rate of \$1.64 to \$1.65 a year ago.

The best grades of wheat have been selling around \$2.55 to \$2.60 at Milwaukee which compares with \$2.30 to \$2.35 a year ago. Thus suggests a rate about 25 cents higher than last year.

Wheat and rye are therefore doing better than a year ago, oats is just a little lower than in 1919 at the same time while corn and barely are quite a little below prevailing prices of last year.

\* \* \*

The lake movement of grain is expected to be stimulated considerably by the recent decision of the Interstate Commerce Commission giving some relief to shippers from points on Lake Erie to the seaboard. The change, which was made at the suggestion of the railroads and the grain shippers, permits of only 30 per cent increase in the domestic rates on grain and 25 per cent increase in the export rates. The new rates applied after September 1 to shipments from Buffalo, Erie and Fairport to the Atlantic seaboard. It is stated that as a result of this order the lake-and-rail rates to the Atlantic will be about 3 cents a bushel less than rail rates. This is expected to greatly stimulate the shipments of grain by lake, both from Lakes Michigan and Superior. It is also expected to release a large number of grain cars.

This is believed that first time that the Interstate Commerce Commission has granted a petition by which lake shipments of grain have been stimulated. "The decision will prove of great help to Milwaukee in the way of shipments by lake," declared Harry M. Stratton, president of the Milwaukee Chamber of Commerce. "While the reduction is not as much as we asked for, it is sufficient to lend a great stimulus to the water shipment of grain and will result in a corresponding lessening in the freight congestion of rail lines to the seaboard. This grain is likely to take the barge route at Buffalo and still further decrease the use of cars required. This decision should provide a very substantial number of added cars in the grain belt because of the diversions of shipments of grain by lake."

\* \* \*

President H. E. Byram of the Milwaukee road declared while in Milwaukee that the efficiency of the railroads has increased about 40 per cent in the last two months since the full regime of private operation went into effect. Better labor and financial conditions, as well as greater co-operation of the public, are believed to be the prime factors in the improvement, declared Mr. Byram. Every care on the Milwaukee road was moved an average of almost 30 miles per day as compared with a little over 21 miles previously. Mr. Byram declares that all the roads of the country will get above the 30 mile average and that attempts to make a high record along this line would be made by the Milwaukee road.

While the cry of the country is for more cars, Mr. Byram pointed out that there was no better method to produce more cars, or the equivalent, than by getting greater efficiency from the cars now running. The great problem of the railroads is to get the most out of their equipment, said Mr. Byram.

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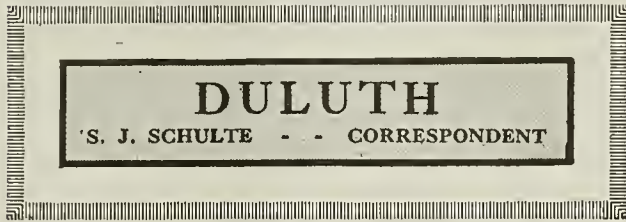
The Association of Commerce is also backing the movement for greater use of cars, asking for the standard of moving every freight car at least 30 miles a day, for loading of at least 30 tons per car and for reduction of bad order cars to not more than 4 per cent of the total owned or running. Business men of Milwaukee and shippers generally are trying to keep a check on the car movement to see that these rules are followed just as far as possible.

\* \* \*

The E. P. Bacon Company has sent out its exhaustive report on the barley crop of several Northwestern states compiled by the sending of special reports from hundreds of private correspondents. The re-

ports in general indicated fine weather for the crop during the harvesting period and that the quality of the crop would be high. The Wisconsin acreage was found a little less than last year, but with a better yield per acre. Very little of the grain is light and very little of it unsound as the weather was so good at cutting time. The average yield for Wisconsin was found over 32 bushels per acre, or about 8 bushels higher than for 1919.

Minnesota also reported grain of good quality, a cut of about 7 per cent in acreage and a yield of nearly 26 bushels per acre, or more than 6 bushels above the yield last year per acre. Some of the Minnesota crop is discolored, but not badly so. Iowa reported no less than 23 per cent decrease in acreage and a yield of about 28 bushels an acre on the average, or less than 3 bushels over a year ago. South Dakota also reported a small cut in acreage of barley and a yield of more than 24 bushels an acre on the average, or about 2 bushels over last year. Little discoloration and good quality, as well as larger average yields, are the keynote of the reports, in the face of generally decreased acreage.



THE many friends of Robert M. White of the White Grain Company here are congratulating him upon his recent election by its Board of Directors as president of the National Hay Association, succeeding the late Horace G. Carter of Rich-



ROBERT M. WHITE  
President, National Hay Association

mond, Va., who came to his death through an automobile accident on August 27. Mr. White's elevation to the office is regarded as well merited as he has for 15 years taken a deep interest in the affairs of the Association and has been one of the most regular attendants at its annual conventions. He is the twenty-seventh president of the organization and this is the first time Minnesota has received recognition in the selection of the incumbent for the chief executive position. Mr. White has been closely in touch with the hay and feed trades on this market during a period extending back to 1902 when he came to Duluth. He promises close attention to the affairs of the Association which has a roster of 2,000 members, covering every state of the Union, with Canada also well represented.

\* \* \*

A marked revival has come about in business on the Duluth market during the last month. With the starting of the marketing of the new wheat and coarse grains crops the pit and trading room has assumed some of the aspects of pre-war days. All the commission houses and elevator companies have added to their organizations and a substantial volume of business has been put through from day to day. Purchases to arrive have been a feature due to the deferring of the movement from country points owing to shortage of cars and also a disposition on the part of growers to hold for higher prices. The spot market

has been active so far, with good premiums going all the way down the line. As much as 16 cents over December was paid for Spring wheat and 19 cents over for Durum. The opinion of the trade that operations on the Duluth market will show a big gain in volume is being strengthened by results so far and by the advices being received by dealers from their correspondents over the west.

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Julius H. Barnes' house, the Barnes-Ames Grain Company, has not yet gotten actively in the game in this market. In the course of a recent visit here Mr. Barnes gave a talk to the operators on the floor during which he promised that special attention would be paid by his house towards attracting the marketing of grain from Omaha territory through this outlet. He pointed out that Duluth has a decided advantage from all points north of Omaha as a result of the revision of freight tariffs and the increase of 40 per cent in railroad freight rates. He mentioned that the commission for selling wheat is also lower at Duluth than at Chicago and that the elevators and railroads are giving good dispatch at this point. He predicted that this market will attract an increased proportion of business from the Northwest and Middle West as its advantages become more generally understood.

\* \* \*

Included in recent business changes on the Duluth market was the transfer of the Board of Trade membership of John McMillan, Jr., to Duncan W. Frick of the Cargill Elevator Company; the membership of B. F. Benson to F. J. Trambley of the Barnum Grain Company; the membership of J. A. Stewart to G. H. Walker of the Lee-Lewis Grain Company; the membership of John Washburn to James F. Bell of the Rocky Mountain Elevator Company. The Lee-Lewis Grain Company and the Rosenbaum Grain Company have been admitted to corporate memberships on the board.

\* \* \*

Operators on this market have found it profitable to pay close attention to rye trading during the last month. Prices for No. 2 spot have ranged from 2.02½ down to \$1.92, and trades recorded have reached a substantial aggregate. Commission houses have been buying for Eastern exporters to a great extent, but with the delayed movement of the new crop, difficulty has been experienced in completing charters for early loading. Stiff premiums were paid at times. Stocks of rye in the elevators here now stand at around 200,000 bushels. Yields of that grain over the territory tributary to this market are reported to be heavy, and growers are said to be ready to take advantage of the current level of prices to market their holdings.

\* \* \*

Hamilton Cook of Gregory, Cook & Co. has been elected a member of the Duluth Board of Trade, having purchased the membership of A. C. Andrews. H. F. McCarthy of the International Grain Company has purchased the membership of P. B. McTeigue.

\* \* \*

The Watson S. Moore Grain Company has resumed business on this market with E. A. Forsythe and Carl Z. Driesbach, former employees, handling the business in the pit and the cash trade. Mr. Moore is in New York looking after his house's eastern and export trade. He was released last month from the Government's service as secretary of United States Grain Corporation.

\* \* \*

Operators on this market are looking forward to a heavy trade in oats and other coarse grains as well as feeds during the next few months. R. M. White of the White Grain Company mentioned that trade over the territory in hay and feeds had picked up remarkably lately on account of the long run of dry weather having burnt up the pasturages, making it necessary for stock men to feed much earlier than had been expected. He is looking forward to the development of a cargo trade in oats, large tonnages of which have been already bought to arrive for Eastern shipment. This will be the first season in four years that the trade has been able to work any eastern movement in oats. It was mentioned by Mr. White that interests down there are beginning to enter the oats market here more freely, as their current spot quotations at around 61 @ 62 cents are apparently regarded as attractive.

\* \* \*

The vessel rate on wheat is ruling firm at 5 cents a bushel for Buffalo delivery and with the mining companies bidding up for tonnages to move iron ore an upturn in the wild boat rate is looked for in the near future.

\* \* \*

Duluth dealers confess that they feel disappointed over the slow movement of wheat to the markets so far, the best inspections for any one session were 710 cars of wheat, and that covered two days. It is feared that the movement from the Northwest may not attain any great volume for a month yet, as farmers are reported to be inclined to proceed with their fall work before starting in upon the marketing of their crops. The great bulk of the wheat coming in here so far has been Durum, and by all accounts it will be marketed much earlier than Spring wheat owing to limited demand for it for milling purposes over the Northwest. Interests of exporters in Durum



is asserted to be expanding, and considerable of it is already under contract for Buffalo delivery. Shippers have been hard put to it lately to pick up sufficient of that grain and spring wheat to fill contracts. It was mentioned that a steamer found it necessary recently to visit three elevators to make her load.

## PHILADELPHIA

GEORGE G. GOODFELLOW, Correspondent

**A**T A MEETING of the Grain Committee of the Commercial Exchange held last month the following changes in the schedule of charges for inspection, etc., of grain were adopted and will become effective September 16, 1920: Inspection on cars in-bound, 65 cents per car for export and 75 cents for domestic; cars inspected out of elevator, 75 cents per car; grain inspected out for export, 55 cents per 1,000 bushels; grain inspected afloat, \$1 per 1,000 bushels domestic or export with a minimum charge of \$1. The balance of the schedule will stand as heretofore.

James M. & B. Frank Hartzel, Chalfonte, Pa., trading as F. D. Hartzel's Sons which firm was organized in 1885, transferred their business to F. D. Hartzel's Sons' Company, composed of Harvey S., Russell M., and Stewart M. Hartzel. The business was originally started in 1860 by the father of the returning partners as a flour mill, also handling feed and fertilizer.

The number of cars unloaded during August at the Girard Point Elevator was: 1,085 wheat; at the Port Richmond elevator, 684 wheat, 7 corn, 1 rye; and at the Twentieth Street Elevator, 82 oats, 18 corn, and 1 buckwheat.

The general freight agent of the Philadelphia & Reading Railway Company at Philadelphia advises that the diversion and reconsigning charges at Victoria on cars originating on and after August 26 will be \$3 when request for diversion or reconsignment is filed before arrival of car at diversion point and \$7 when request is filed after arrival of car.

J. L. Rodney, President of the Abilene Flour Mills Company, Abilene, Kan., has been visiting the eastern markets and a trip to the South, stopping at Atlanta, Ga., and several other cities and left here for New York.

Certificate of membership No. 1119 in the Commercial Exchange of Philadelphia in the name of Charles H. Longcope having been lost, notice is hereby given that application has been made for a new certificate.

Walter K. Woolman, of the firm of S. C. Woolman & Co., grain merchants, and family have returned from Bay Head, N. J., where they spent the entire summer.

Frank Richards, grain dealer, and wife have returned from a tour through New England stopping at Newport, Vt., for about two weeks and motoring via Bretton Woods and White Mountains.

Horace Kolb, grain and hay merchant, and wife have returned after a stay of three weeks at Winona Lake, Ind.

Charles Hay, formerly with the firm of Beattie & Hay, grain merchants, has just returned from an extended trip for several months visiting relatives in the United Kingdom.

Captain John O. Foering, former chief grain inspector for the Commercial Exchange, and Mrs. Foering, have returned to this city, after spending several weeks touring New England.

New memberships in the Commercial Exchange have been petitioned for during the past month by Kirby Bros. & Boyd, Inc., Medford, N. J.; Hughes & Dier, Philadelphia; Frank N. Johnson, Philadelphia; The New England Flour Company, Boston, Mass., and F. D. Hartzel's Sons Company, Chalfonte, Pa.

The Horse Association of America, Inc., will hold a meeting in the Bourse board room this week for the purpose of securing the support of the membership of the Commercial Exchange and others in the interest of and to give encouragement to restoring the horse to his former place in the hauling industry. The principal speakers will be F. M. Williams, president, and Wm. E. Murphy, secretary of the Association.

According to the monthly report of the statistician of the Commercial Exchange, the stocks of grain in public warehouses in Philadelphia on September 1 were 1,141,548 bushels wheat, 62,208 bushels corn, and 219,455 bushels oats compared with 1,270,602 bushels wheat, 79,338 bushels corn, and 143,921 bushels oats

on August 2, and 2,510,040 bushels wheat, 18,355 bushels corn, and 245,827 bushels oats a year ago. Receipts of grain at Philadelphia during August were 2,994,123 bushels wheat, 72,137 bushels corn, 294,635 bushels oats, and 17,996 bushels rye. Exports from this port during the same month were 2,797,543 bushels wheat.

According to estimates by the state board of agriculture, Pennsylvania crops are indicated as follows: wheat, 26,781,000 bushels, or 17½ bushels to the acre; rye, 3,980,000 bushels, or 17 bushels to the acre; oats, 40,325,000; corn, 60,559,000, against 70,086,000 last year, and an average for five years of 61,559,000 bushels.

A grain elevator and mixed feed mill is to be erected at York, Pa., by the Anderson Bros. Company.

## ST. LOUIS

C. M. BASKETT CORRESPONDENT

**I**N ORDER to acquaint the members of the Merchants' Exchange with the traffic rulings, the following bulletins have appeared on the board during the past two weeks:

"The Illinois Central reports that it will protect old rates on shipments reconsigned off-track on and after August 26. The L. & N., however, will not do so, and the local trade is advised that shipments moving to the south or southeast, that can be handled by any other line than the L. & N., should be used." And on September 2: "The L. & N. Railroad advises it will protect old rates on grain and grain products reconsigned off-track on and after August 26, which originated at country points prior to August 26." The barge line reported that: "On shipments of grain or grain products delivered barge line on and after August 26 up to and including August 31, the barge line will protect old rates of 14 cents to New Orleans, provided shipments are now in storage in St. Louis-E. St. Louis houses, and covered by freight bills to be surrendered direct to barge line with shipments evidencing movement from points of origin into St. Louis-E. St. Louis prior to August 26."

The St. Louis seed market has been very quiet during the past several weeks, there being very few offerings. However, it appears to be in line with other markets on Timothy. Practically no business has been done here on Red Clover, although samples of "to arrive" are shown nearly every day, with but very little trade being consummated.

The B. & O. has advised that it will not accept reconsigning instructions to embargoed destinations, and that the road will charge demurrage on cars while held for embargoed destinations. Notice has also been received that "Carriers have filed tariffs on day's notice making effective at once (September 2) minimum weights on grain products and grain by-products 48,000 instead of 60,000 previously in effect. There is no change in the minimum weights on grain."

Among others, the following were visitors to the Merchants' Exchange of St. Louis during the past two weeks: J. W. Ring, of the Model Mills, Johnson City, Tenn.; Harry Johnson of the Texas Grain Brokerage Company, Ft. Worth, Texas; H. N. Ring, of the Roanoke City Mills, Roanoke, Va.; Frank Davis, of the Marshall Mill and Elevator Company, Marshall, Texas; S. C. Shaw, of the Farmers Elevator Company, Talula, Ill.; F. J. Case, of E. Lowitz & Co., Chicago, and E. B. Edwards, of the Triangle Milling Company, Kansas City, Mo.

Application has been made to transfer the membership on the Merchants' Exchange, of Samuel Mincer to Guy Williams, of the Niemeyer Grain Company, Little Rock, Ark.

George Baston, of the U. S. Bureau of Markets, was a visitor in St. Louis recently regarding work of the Department of Agriculture. He is making a special study of the deterioration of grain in transit, and is particularly interested in the grain shipments that have been arriving out of condition at terminal markets.

Secretary T. M. Chivington, of the American Corn Millers Federation of Chicago, was a visitor in St. Louis recently, attending the meeting of the Federation.

John E. Hall, who is known over the country, particularly among grain men, has just returned from a lengthy visit to the Far East, and has many interesting tales to relate to interested groups of members on the floor of the exchange. He found that the Japanese and Javanese, especially, are very adept at building and operating water and land conservation systems, and he thinks that their hillside ledge rice fields are wonders of enterprise. The principal crops

of Japan are rice and tea, although some wheat and other grains are raised. Among other places Mr. Hall visited Japan, Java, Korea, China, Manila, Hawaii, and other neighboring points of interest. The hillside rice fields are more prominent in Java than elsewhere, often being brought to a very high state of perfection. They obtain their water supply from further up the mountain side. The island has many millions of inhabitants to feed and, of course, is compelled to make the greatest possible use of its resources. Cultivating and marketing methods are very primitive throughout all of the Far East. In Java, corn and all other products are conveyed to the markets by means of baskets carried on the shoulders of coolies, or by rude carts drawn by oxen. Practically everything throughout the Orient is done by hand. On the Island of Luzon, the planting of rice is done by the aid of music, a man being present with a sort of banjo, and at each note the women planters are expected to place a slip of rice in the mud. The principal crop throughout the entire Orient might be said to be rice, with varying quantities of barley, wheat, corn, etc. The Javanese have worked out a method of crop rotation that permits them to have one crop growing in the same field in which a crop of some other kind is maturing. Mr. Hall does not think these people can be of much assistance to the rest of the world in the matter of providing food, as the yield for export is comparatively small.

## INDIANAPOLIS

EARL BULLOCK CORRESPONDENT

**E**DWARD B. RAUB, former president and now a member of the Governing Committee of the Indianapolis Board of Trade, has been named national counselor of that organization to represent it in the Chamber of Commerce of the United States, which consists of one representative each from more than 1,300 commercial and industrial organizations making up the national chamber's board of directors. The council holds a special meeting preceding the annual convention of the national chamber to pass on the program and to select a nominating committee. The councilors act as chairmen of the delegations representing their organizations.

The Lagro Milling Company's elevator at Lagro, Ind., was burned to the ground at 2 o'clock August 31, with a loss of \$20,000. A home adjoining was damaged beyond repair. It is believed spontaneous combustion was the cause of the fire. The elevator was a frame building and a strong northwest wind caused sparks to endanger the whole town. The Wabash fire department sent a hose company, who directed their efforts to saving adjoining property, getting water from the Wabash river. L. M. Props was the principal owner of the elevator. The loss at the elevator and home is partly covered by insurance.

"How you gonna keep 'em down on the farm," is more than a popular song title, according to Dr. George H. Tapy of Wabash College, who addressed the Marion County Teachers' Institute recently. "It is the burning question in the work of keeping up the agricultural production," was his warning, and the only answer is to make the verdant countryside so attractive that the farmer's boys won't want to leave for the city, he said. "It is necessary to teach the country boy the advantages of the country over the city to keep him on the farm," Dr. Tapy continued. "He must see that he will not be involved in labor troubles, strikes and lockouts and that he can have all the conveniences of the city on his farm if he desires them. The nation is fast becoming the nation of city dwellers. The same spirit which urged the pioneers to go West is the spirit which urges the country boy to go to the city. We must show the country boy that he can have all the conveniences of the city and avoid its inconveniences, by staying on the farm and developing it with modern inventions."

Announcement has been made by the Secretary of State that the Washburn Grain Company, of Remington, Ind., has filed a final certificate of dissolution.

Articles of incorporation have been filed by the Farmers' Elevator Company, of Southern Lake County, with a home office at Lowell, Ind. The capital is fixed at \$100,000 and the directors are S. A. Brownell, Herbert Rieke and Joe Dinwiddie.

The elevators of Howard county remain filled to the brim with oats now being delivered every day by farmers direct from the spout of the threshing machines. The continued car shortage has placed the elevator owners in an embarrassing position. They are expected to receive all of the grain offered, but are unable to secure transportation and as the elevators are of limited capacity they do not know from one day to the next whether or not it will be necessary to close the doors to deliveries. Cars are



few and far between and when one is loaded and space secured it is soon filled by the arrival of an equal quantity before further shipments can be made. The wheat crop is practically out of the way and oats threshing is well along. Elevators owners who have weathered the unfavorable conditions now feel that the worst is over and hope to be able to handle the remainder of the offerings without so much anxiety and inconvenience.

Practically every elevator in Cass County has been forced to close down because of the shortage of grain cars. It is said that the 11 elevators of the county now have in storage approximately 100,000 bushels of oats and wheat harvested this season. Every available storage room has been filled with grain by the two Logansport elevators. Charles McCormick, manager of the two elevators here for the Logansport Elevator Company, says that unless cars are obtained within a few days, his company will suffer losses through the work of rats and other pests which are feeding on the grain stored in buildings about the city.

The first frosts of the season have occurred in Indiana, but they were light and did no damage, says George C. Bryant, field agent for the co-operative crop reporting service. Mr. Bryant says in his summary of Hoosier crop conditions that corn in the south and central parts of the state never looked better.

RECEIPTS AND SHIPMENTS

Following are the receipts and shipments of grain, etc., at the leading terminal markets in the United States for August:

<b>BALTIMORE</b> —Reported by Jas. B. Hessong, secretary of the Chamber of Commerce:				
Receipts		Shipments		
1920	1919	1920	1919	
Wheat, bus..	6,713,652	6,533,865	4,769,671	4,275,595
Corn, bus....	590,622	255,974	38,832	190,533
Oats, bus....	274,275	347,851	.....	902,947
Barley, bus..	19,510	263,738	.....	812,395
Rye, bus.....	1,210,832	40,150	1,602,050	257,401
Hay, tons....	1,755	2,631	.....	.....
Flour, bbls..	94,984	128,212	28,447	59,137
<b>CHICAGO</b> —Reported by John R. Mauff, secretary of the Board of Trade:				
Receipts		Shipments		
1920	1919	1920	1919	
Wheat, bus..	8,585,000	21,413,000	6,464,000	14,827,000
Corn, bus....	3,721,000	3,236,000	2,946,000	1,910,000
Oats, bus....	10,687,000	12,318,000	4,702,000	8,321,000
Barley, bus..	519,000	1,324,000	356,000	972,000
Rye, bus.....	501,000	783,000	613,000	45,000
Timothy Seed, lbs. ....	2,347,000	7,451,000	1,504,000	2,340,000
Clover Seed, lbs. ....	118,000	798,000	48,000	135,000
Other Grass Seed, lbs..	595,000	2,629,000	482,000	549,000
Flax Seed, bus. ....	61,000	77,000	65,000	6,000
Broom Corn, lbs. ....	318,000	4,906,000	570,000	1,038,000
Hay, tons....	6,658	15,432	1,095	931
Flour, bbls..	562,000	873,000	476,000	663,000
<b>CINCINNATI</b> —Reported by D. J. Schuh, executive secretary of the Cincinnati Grain & Hay Exchange:				
Receipts		Shipments		
1920	1919	1920	1919	
Wheat, bus..	646,000	1,804,562	465,600	1,012,800
Corn, bus....	255,600	164,400	146,400	63,600
Oats, bus....	776,000	532,000	228,000	136,000
Barley, bus..	10,400	42,900	.....	.....
Rye, bus.....	42,000	63,600	25,200	15,600
Feed, tons....	1,140	360	.....	.....
Ear corn, bus.	31,200	14,400	.....	.....
Hay, tons....	6,544	6,039	.....	.....
<b>CLEVELAND</b> —Reported by F. H. Baer, traffic commissioner of the Chamber of Commerce:				
Receipts		Shipments		
1920	1919	1920	1919	
Wheat, bus..	93,334	90,962	3,129	12,049
Corn, bus....	96,751	49,906	24,134	17,705
Oats, bus....	163,031	370,830	3,129	59,519
Barley, bus..	.....	7,100	.....	8,500
Rye, bus.....	.....	1,057	.....	.....
Hay, tons....	2,050	2,397	.....	43
<b>DULUTH</b> —Reported by Chas. F. MacDonald, secretary of the Board of Trade:				
Receipts		Shipments		
1920	1919	1920	1919	
Wheat, bus..	1,237,310	267,698	1,557,974	167,721
Oats, bus....	22,421	234,410	14,630	94,685
Barley, bus..	237,456	757,376	265,103	881,063
Rye, bus.....	242,959	582,439	1,087,985	590,000
Flax seed, bus. ....	591,021	153,091	400,774	200,095
Flour, bbls., produced..	28,045	63,935	.....	.....
Flour, bbls..	634,800	460,700	861,925	547,685
<b>FORT WILLIAM, ONT.</b> —Reported by E. A. Ursell, statistician of the Board of Grain Commissioners:				
Receipts		Shipments		
1920	1919	1920	1919	
Wheat, bus..	4,853,546	1,275,657	6,092,084	1,621,426
Corn, bus....	104,170	.....	91,204	82,631
Oats, bus....	526,694	1,131,844	856,029	2,235,930
Barley, bus..	301,884	717,723	493,394	1,856,398
Rye, bus.....	33,562	55,039	79,892	25,873
Flax Seed, bus. ....	128,693	30,000	299,453	141,382
Mixed Grain, lbs. ....	538,395	1,427,942	1,014,850	6,533,824
<b>KANSAS CITY</b> —Reported by E. D. Bigelow, secretary of the Board of Trade:				
Receipts		Shipments		
1920	1919	1920	1919	
Wheat, bus..	8,532,000	18,916,200	4,185,000	7,177,950
Corn, bus....	345,000	381,250	197,500	345,000
Oats, bus....	899,000	1,196,500	270,000	537,000
Barley, bus..	127,500	241,500	97,500	42,900
Rye, bus.....	89,100	73,700	37,400	14,300
Kaffir, lbs....	235,400	64,900	277,000	28,000
Hay, tons....	44,052	48,408	16,956	13,584
Flour, bbls..	52,000	82,225	219,050	351,000

<b>INDIANAPOLIS</b> —Reported by Wm. H. Howard, secretary of the Board of Trade:				
Receipts		Shipments		
1920	1919	1920	1919	
Wheat, bus..	1,427,400	2,286,250	1,238,900	2,093,750
Corn, bus....	653,800	796,250	645,400	718,750
Oats, bus....	3,240,000	1,796,400	2,580,000	1,758,600
Rye, bus.....	98,800	76,250	91,000	60,000
<b>MILWAUKEE</b> —Reported by H. A. Plumb, secretary of the Chamber of Commerce:				
Receipts		Shipments		
1920	1919	1920	1919	
Wheat, bus..	291,600	779,880	238,595	78,632
Corn, bus....	701,100	739,626	711,996	461,181
Oats, bus....	3,316,780	3,729,830	1,601,823	2,477,734
Barley, bus..	437,235	1,453,820	263,528	591,151
Rye, bus.....	455,735	192,650	197,775	150,032
Timothy Seed, lbs. ....	39,318	1,588	73,000	221,073
Clover Seed, lbs. ....	.....	220,463	60,000	31,144
Flax Seed, bus. ....	12,831	10,365	1,200	.....
Feed, tons....	4,000	4,371	27,077	20,280
Hay, tons....	864	288	36	468
Flour, bbls..	66,650	64,345	95,155	93,274
<b>MINNEAPOLIS</b> —Reported by G. W. Maschke, statistician of the Chamber of Commerce:				
Receipts		Shipments		
1920	1919	1920	1919	
Wheat, bus..	8,087,220	13,658,220	2,801,960	1,797,990
Corn, bus....	313,020	317,650	234,020	146,440
Oats, bus....	2,669,720	2,821,360	1,389,760	1,800,310
Barley, bus..	1,343,990	2,372,970	1,084,400	2,226,650
Rye, bus.....	624,920	1,103,780	687,270	339,440
Flax Seed, bus. ....	296,760	196,000	26,510	1,090
Hay, tons....	1,863	1,268	208	.....
Flour, bbls..	51,824	32,520	1,366,405	1,422,514
<b>NEW ORLEANS</b> —Reported by G. S. Colby, chief grain inspector and weighmaster of the Board of Trade, Ltd.:				
Receipts		Shipments		
1920	1919	1920	1919	
Wheat, bus..	.....	.....	7,525,115	1,475,232
Corn, bus....	.....	.....	100,372	152,716
Oats, bus....	.....	.....	110,305	382,725
Barley, bus..	.....	.....	1,647,526	1,253,576
<b>NEW YORK CITY</b> —Reported by H. Heinzer, statistician of the Produce Exchange:				
Receipts		Shipments		
1920	1919	1920	1919	
Wheat, bus..	6,301,600	.....	4,041,000	.....
Corn, bus....	647,903	.....	39,000	.....
Oats, bus....	1,333,000	.....	320	.....
Barley, bus..	294,100	.....	353	.....
Rye, bus.....	2,069,200	.....	1,581	.....
Clover Seed, bags ....	.....	.....	1,105	.....
Flax Seed, bus. ....	745,182	.....	.....	.....
Hay, tons....	12,341	.....	183 bales	.....
Flour, bbls..	772,000	.....	386	.....
<b>OMAHA</b> —Reported by F. P. Manchester, secretary of the Grain Exchange:				
Receipts		Shipments		
1920	1919	1920	1919	
Wheat, bus..	4,176,000	5,588,400	3,480,000	2,846,400
Corn, bus....	1,076,000	1,075,000	1,050,000	1,121,400
Oats, bus....	1,478,000	1,068,000	874,000	976,000
Barley, bus..	99,000	118,800	43,200	142,200
Rye, bus.....	155,100	152,900	60,500	155,500
<b>PEORIA</b> —Reported by John R. Lofgren, secretary of the Board of Trade:				
Receipts		Shipments		
1920	1919	1920	1919	
Wheat, bus..	710,400	714,600	640,800	802,400
Corn, bus....	1,174,600	646,950	301,050	479,350
Oats, bus....	1,685,000	851,000	1,233,800	553,400
Barley, bus..	116,200	246,600	89,600	161,000
Rye, bus.....	91,200	12,000	69,600	10,800
Mill Feed, tons ....	9,740	6,160	17,360	11,680
Seeds, lbs....	630,000	270,000	60,000	60,000
Broom Corn, lbs. ....	.....	.....	15,000	.....
Hay, tons....	4,300	3,700	320	220
Flour, bbls..	167,900	283,300	159,000	248,800
<b>PHILADELPHIA</b> —Reported by S. S. Daniels, statistician of the Commercial Exchange:				
Receipts		Shipments		
1920	1919	1920	1919	
Wheat, bus..	2,994,123	84,469	2,797,543	3,140,696
Corn, bus....	72,137	113,256	.....	65,973
Oats, bus....	294,635	813,287	.....	749,811
Barley, bus..	.....	298,617	.....	630,537
Rye, bus.....	17,996	16,310	.....	.....
Flour, bbls..	250,117	84,469	103,327	93,572
<b>PORTLAND, ME.</b> —Reported by Geo. F. Feeney, traffic manager of the Chamber of Commerce:				
Receipts		Shipments		
1920	1919	1920	1919	
Wheat, bus..	39,584	.....	.....	.....
Oats, bus....	151,381	.....	149,700	.....
Barley, bus..	91,501	.....	142,550	.....
<b>SAN FRANCISCO</b> —Reported by H. C. Bunker, chief inspector of the Chamber of Commerce:				
Receipts		Shipments		
1920	1919	1920	1919	
Wheat, tons..	11,306	5,117	.....	.....
Corn, bus....	1,982	306	.....	.....
Oats, bus....	1,221	1,500	.....	.....
Barley, bus..	17,053	24,909	.....	.....
Beans, Sacks.	83,904	78,747	.....	.....
Bran, tons....	89	190	.....	.....
Hay, tons....	11,279	13,206	.....	.....
<b>ST. LOUIS</b> —Reported by Eugene Smith, secretary of the Merchants Exchange:				
Receipts		Shipments		
1920	1919	1920	1919	
Wheat, bus..	6,754,970	9,402,432	4,889,170	6,013,900
Corn, bus....	1,134,900	719,213	619,060	554,175
Oats, bus....	3,168,000	2,399,000	1,800,760	1,432,470
Barley, bus..	107,000	107,200	32,520	9,865
Rye, bus.....	54,089	62,903	42,140	49,185
Hay, tons....	17,868	14,311	4,840	4,695
Flour, bbls..	397,740	428,480	425,820	478,485
<b>TOLEDO</b> —Reported by A. Gassaway, secretary of the Produce Exchange:				
Receipts		Shipments		
1920	1919	1920	1919	
Wheat, bus..	767,900	1,671,800	67,235	334,700
Corn, bus....	90,050	46,250	56,240	8,570
Oats, bus....	645,600	500,300	47,594	374,980
Barley, bus..	6,000	9,600	.....	.....
Rye, bus.....	98,200	240,000	38,333	21,205
Timothy Seed, bags ....	408	17	22,965	13,934
Clover Seed, bags ....	144	24	537	372
Alsike Seed, bags ....	426	2,145	73	415

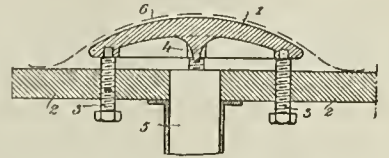
GRAIN TRADE PATENTS

Bearing Date of August 10, 1920

Pneumatic dust collecting system and apparatus therefor.—John Wilsmore, Wollahra, near Sydney, New South Wales, Australia. Filed November 18, 1919. No. 1,349,480.

Apparatus for airing of stored corn.—Gustaf Trolle-Bonde, Trolleholm, Sweden. Filed November 19, 1919. No. 1,349,538. See cut.

Claim: The combination with a corn or similar receptacle, having an air admission pipe leading there into, of a hood overlying the end of said pipe within the receptacle and having a cone shaped deflector arranged in line with and wholly beyond the pipe, and a







## CANADA

Houle & Frere, grain dealers, operating at Victoriaville, Que., have dissolved.

The Kenaston Grain Growers, Kenaston, Sask., are erecting a warehouse costing approximately \$5,000.

The Rataway Elevator Company, Ltd., of Edmonton, Alta., has been incorporated, capitalized at \$200,000.

The Lake Valley Elevator Company, under the management of H. T. Leonard, recently commenced business at Lake Valley, Sask.

The National Elevator Company of Chinook, Alta., has appointed E. G. Madden as assistant superintendent for Alberta territory with headquarters at Calgary.

C. L. Smith has been appointed traveling inspector for the Pioneer Grain Company in southwest Saskatchewan, with headquarters at East End, Sask.

The entire line of elevators of the State Elevator Company including the new houses which have been built at Birsay, Lucky Lake, Tullis and Montario, Sask., is to be operated this season.

The Dwyer Elevator at Fort William, Ont., has been sold by its owners to the Gillespie Elevator Company of Edmonton, Ont. The elevator has a capacity of 250,000 bushels and is modern in every detail.

Operations have been resumed in the Government Elevator at Port Colbourne, Ont. About a year ago the elevator was destroyed by a dust explosion. The elevator was rebuilt and is now entirely completed and capable of handling 1,000,000 bushels of grain.

Moore's elevator at Kingston, Ont., has been purchased by the Lurie Wrecking & Salvage Company, of Toronto, Ont., and is being torn down by that company. It was purchased for its lumber, which is said to be of very fine quality. It is estimated that there are about 1,250,000 feet of lumber in the elevator, and that the cost of tearing it down will amount to \$25,000.

## ILLINOIS

A warehouse is to be built near the elevator of the St. David (Ill.) Elevator Company.

R. C. Sellon has sold his interest in the Wyoming Grain Company of Wyoming, Ill., to D. K. Shearer.

Farmers around Jerseyville, Ill., have organized a co-operative elevator company, capitalized at \$15,000.

The contract has been let by the Edwards Farmers Elevator Company of Edwards, Ill., for a new elevator.

The elevator of Harold Dean at Menert (mail to Mackinaw), Ill., has been sold by him to the Smith-Hippen Company.

A warehouse and grain elevator is to be erected at Mascoutah, Ill., for J. F. Meyer & Sons. The contract has been let.

Plans are practically completed for the erection of a grain elevator at Lone Tree, near Burlington, Ill., for Talbott & Co., of Keokuk.

Ballinger & McAllister have the contract for a new 26,000-bushel elevator to be erected at Breese, Ill., for the Breese Farmers Elevator Company.

Ballinger & McAllister have the contract from the Farmers Grain Company for a 25,000-bushel concrete elevator at East Ft. Madison (Niota p. o.), Ill.

A co-operative elevator is to be started at Medora, Ill., by farmers in that vicinity. They are figuring, it is reported, on purchasing the Burns Bros.' plant there.

The Paxton (Ill.) Farmers Grain Company is making plans for the erection of several new concrete buildings, including office building and large warehouse. Later on the company will tear down the old mill and erect a modern grain elevator.

The Farmers Elevator & Grain Company has been incorporated at Tallmadge (mail to Hopkins Park, r. f. d. St. Anne), Ill., capitalized at \$10,000. Ernest Brinkman, Ward T. Miller, John Mervin, John Greenawalt, Frank Swierzynski, E. R. Tallmadge and D. C. Wright are the directors of the company.

L. A. Stinson, grain elevator builder of Chicago, is building a warehouse, grain elevator and mill for the Harvey Milling Corporation of Harvey, Ill. The elevator will have a capacity of 200,000 bushels. The warehouse will be 65x135 feet and the mill

38x48 feet, and six stories in height. All buildings will be of fireproof construction and will be completed this fall.

The M. W. Jenkins Elevator at Washington, Ill., has been purchased by the Washington Farmers Co-operative Grain Company. Possession was given in August.

A modern 60,000-bushel elevator has been completed at Rochester, Ill., for the Barry & Breckenridge Farmers Grain Company. The principal office of the firm has also been moved to Rochester. It is equipped with a 10-ton Fairbanks, Morse Truck Scale.

## INDIANA

The Washburn Grain Company, which has been operating at Remington, Ind., has been dissolved.

An addition is to be erected to the building occupied by the Union Grain & Coal Company of Anderson, Ind.

The Belt Elevator at Indianapolis, Ind., is being operated by the Farmers Terminal Grain & Feed Company.

Jacob Burgh, Jr., L. Stemie and J. G. Welp have incorporated the Victoria Mill & Elevator Company of Jasper, Ind.

The capital stock of the Crabbs, Reynolds, Taylor Company of Crawfordsville, Ind., has been increased from \$80,000 to \$700,000.

The elevator at Dunreith, Ind., has been purchased by C. E. Rich. Its capacity is 15,000 bushels. All machinery is electrically driven.

Capitalized at \$100,000 the Farmers Elevator Company has been incorporated at Lowell, Ind. S. R. Brownell, Herbert Ricke and Jos. Dinwiddie are the incorporators.

The elevator at Montpelier, Ind., has been sold to the Harrison Township Farmers Association. The Association is selling stock in its organization to farmers in that territory.

Anderson & Hollingsworth have sold their elevator at Economy, Ind., to the Economy Co-operative Company. Its capital stock amounts to \$30,000. C. A. Mendenhall is manager of the firm.

The Akron Co-operative Supply Company succeeds the Akron Milling Company of Akron, Ind. The business consists of a 75-barrel flour mill, 20,000-bushel grain elevator and stock of lumber with coal bins and electrically driven coal conveyor.

John D. Lee is president; Wm. Hiatt, vice-president; Perry Beck, secretary; Lewis Childs, treasurer, and J. M. Morgan, manager of the Farmers Co-operative Company which has been organized at Gilman (Alexandria p. o.), Ind., to conduct a grain, coal and farm supply business.

## IOWA

Garland Scott has sold his elevator at Buckgrove, Iowa, to H. G. Scott, his uncle.

The Canistota Elevator at Sioux City, Iowa, which burned, is to be rebuilt. J. J. Mullaney has let the contract.

A feed and flour warehouse is being erected at Blencoe, Iowa, for the Blencoe Farmers Elevator Company.

Farmers around Algona, Iowa, are interested in the organization of a co-operative elevator company there.

Wallace Bros. have purchased the property of the Uptide Elevator Company located at Mondamin, Iowa.

The elevator of R. P. Frazier at Morrison, Iowa, has been disposed of by him to the Farmers Co-operative Elevator Company.

The grain elevator at East Dubuque, Iowa, has been purchased by Benj. Webster. He will tear down the elevator for its lumber.

A concrete elevator is to be erected at Gladbrook, Iowa, for the Farmers Elevator Company. The contract for the elevator has been let.

The new 50,000-bushel elevator of the Ladora Grain Company at Ladora, Iowa, has been completed. It is of reinforced concrete construction.

The actual construction work on the new \$1,000,000 elevator of the Farmers Terminal Elevator Company at North Riverside, near Sioux City, Iowa, was begun during the last part of August. The farmers terminal company has entered the grain

merchandising field and has appointed C. W. Felton, an experienced grain and hay man of Sioux City, as manager of this end of the business.

The Peerless Feed Milling Company of Burlington, Iowa, has secured a site on which it will erect a modern grain elevator in the immediate future.

The Farmers Elevator Company has awarded the contract to the Burrell Engineering & Construction Company for an 865-ton coal pocket to be built at Holstein, Iowa.

The J. B. Adams Elevator at Sac City, Iowa, has been purchased by the Farmers Grain Company for the consideration of \$30,000. W. A. Galbraith is manager of the firm.

John S. Olander and C. A. Wichstrum are the incorporators of the Farmers Grain & Livestock Company which was organized at Stanton, Iowa. The company is capitalized at \$50,000.

The capacity of the plant of the Farmers Co-operative Elevator Company of Langdon, Iowa, is being increased. A new foundation is being placed under the house and modern automatic scale installed.

The Farmers Grain Company of Sac City, Iowa, has amended its charter increasing its capital stock to \$25,000. J. S. Havens is president; Harry Wood, vice-president and Geo. B. Perkins, secretary of the firm.

The Farmers Co-operative Company has let contract for the construction of a modern 25,000-bushel grain elevator at Lost Nation, Iowa. Frank Gilroy is president of the co-operative company. The Burrell Engineering & Construction Company was awarded the contract.

## WESTERN

A new storage warehouse is being built at Idaho Falls, Idaho, for the Idaho Falls Mill & Elevator Company.

D. E. Thomas, formerly of Lewiston, Idaho, has accepted the position as manager of the D. E. Wood Elevator at Lewiston.

The elevator of the Gallatin Valley Elevator Company at Gallata, Mont., has been reopened with S. G. Berg in charge.

Work has been completed on the new Occident Elevator at Glendive, Mont. The elevator has a capacity of 40,000 bushels.

The capital stock of the Sokulk Elevator Company operating at Sokulk (mail Oakesdale), Wash., has been increased to \$14,000.

The grain elevator at Wilsall, Mont., has been purchased by E. F. Moore from H. B. Hingham. He will operate the plant this season.

The capital stock of the Miles City Milling & Elevator Company of Miles City, Mont., has been increased from \$50,000 to \$100,000.

The Dakota & Montana Elevator Company is building a grain elevator at Bowdoin, Mont., which will be ready for operation by October 1.

Operations have been resumed in the Farmers Elevator at Baker, Mont., which recently underwent repairs. Walter Lee will act as manager.

M. E. Poyser will be in charge of the Montana Emporium Company's elevator at Dunkirk, Mont., which was opened for business September 1.

Application for permission to build a grain elevator 208 feet in height has been filed by the Globe Grain & Milling Company of Los Angeles, Calif.

A set of scales, which can accommodate trucks as well as wagons, has been installed in the plant of the Farmers Elevator Company at Columbus, Mont.

Articles of incorporation have been filed by A. J. French, B. A. Smith and James Armburst as the Carlton Co-operative Elevator Association of Carlton, Ore.

The elevator at Whitefish, Mont., may be put into operation this fall. T. C. Hand of Kalispell is interested in the possibility of re-opening the establishment.

Geo. I. Boyd, M. L. Stubbs, and Margaret B. Boyd have filed articles of incorporation as the Geo. I. Boyd Grain Company and will operate at Pueblo, Colo. Its capital stock is \$50,000.

The elevator at Chester, Mont., which was formerly owned and conducted by the Equity Elevator Company has been purchased by F. S. Kingsbury. He will conduct it as the Chester Grain Company.



In addition to the elevator, he will carry on a coal and feed business and place the feed mill in operation. Mr. Kingsbury is an experienced grain man, having had charge of the Great Western Elevator at Buffalo, N. D., for some time.

Articles of incorporation have been filed at Wolf Point, Mont., as the Wolf Point Grain Company by T. P. Winter, L. G. Truesdall and P. R. Dougherty. Its capital stock is \$14,000.

The Caldwell (Idaho) Equity is interested in the erection of a modern elevator and mill costing \$25,000. The present elevator is to be torn down to make room for the new house.

The elevator of the Equity Co-operative Association at Lewistown, Mont., has been sold by it to the Grain Growers Elevator Company. Chas. Krull of White Sulphur Springs will be in charge.

The Miller Bros. Company of St. Anthony, Idaho, has reorganized as the Miller Bros. Grain Company. The company has not disposed of its elevators to the M. H. Houser interests as stated in our last issue.

To conduct a grain, feed, etc., business, Sober & Burton, Inc., have been incorporated at Sheridan, Wyo. L. M. Sober, H. C. Burton and A. S. Russell have incorporated the firm. Its capital stock is \$50,000.

After having been closed down for 18 months, the Imperial Elevator at Frazer, Mont., has been reopened and operations resumed. The Imperial Elevator at Hingham, Mont., has been reopened with Ray Becwar in charge.

Six warehouses of the Pacific Grain Company of Rosalia, Wash., have been purchased by the Palmer-Moore Grain Company. They were located at McCoy (no p. o.), Spangle, Plaza, Rosalia, Donahue (no p. o.) and North Pine (no p. o.).

Thomas H. Kehoe, Wm. Talcott and J. Henry Nibbe have filed articles of incorporation at Nibbe (near Billings), Mont., as the Midland Elevator Company. The company will conduct an elevator, farm machinery and lumber business there.

The contract has been let by the Cramer Mill & Elevator Company of Clovis, N. M., for a 50,000-bushel elevator. It will be equipped with an automatic scale of 2,000 bushels capacity; Globe Auto Truck Dump; distributor; Beall No. 8 Cleaner and two motors of 10 horsepower each.

## MINNESOTA AND WISCONSIN

A new office has been built at the elevator of the Farmers Elevator Company at Easton, Minn.

Capitalized at \$25,000, the Pigeon Grain & Livestock Company has been incorporated at Whitehall, Wis.

A new elevator is to be built at Traverse (mail to St. Peter), Minn., for the Traverse Elevator Company.

Ulland & Co. recently disposed of their elevator at Blooming Prairie, Minn., to Merideth & Waldron.

The Waubun Elevator Company of Waubun, Minn., is building a new addition, 24x40x16 feet, to its elevator.

The Gilchrist Elevator at Plainview, Minn., has been purchased and taken over by the R. E. Jones Company.

John Deutschman has leased the East Krueger Elevator at Westbrook, Minn., and will deal in all kinds of grain.

The Atlantic Elevator Company is building a flour and feed shed in connection with its establishment at Le Sueur, Minn.

The partnership of Carstens Bros. at Brillion, Wis., has been dissolved. Henry Carstens will continue the business.

The elevator at Platteville, Wis., has been purchased by Benj. Webster and will be razed by him and lumber salvaged.

Improvements have been completed at the elevator at Foxhome, Minn., which farmers in that locality recently purchased.

Repairs are being made to the elevator and feed mill of the Duley Bros. at Sanborn, Minn. The building is also being painted.

Tom Comer has sold the Rustad Elevator at Moorhead, Minn., to the Farmers Elevator Company. He will continue operating it.

The elevator business of H. B. Borneman at Hallock, Minn., has been sold by him to S. I. Miller, of Detroit, Minn. The consideration totaled \$18,000.

The buildings, coal sheds, etc., of the Security Elevator Company at Waconia, Minn., have been sold to the Waconia Co-operative Elevator Company.

J. H. Hans' elevator at Altura, Minn., has been purchased by the Kimmel Grain Company. The company also conducts a grain elevator at Bethany.

A modern electrically operated auto truck dump has been installed for the Farmers Co-operative Company at its elevator at Balaton, Minn. Numerous

other changes are to be made in the plant, including the installation of an automatic scale, the increasing of the capacity of the elevator legs, etc.

A grain elevator of 25,000 bushels' capacity is being erected at Vawter (mail Royalton), Minn., for the Poppleston Elevator Company of Minneapolis, Minn.

A farmers elevator company is being organized at Henderson, Minn. The farmers contemplate purchasing the Skewis Elevator at East Henderson and operating it.

The W. H. Pierce Grain Company has purchased the plant known as the Great Western Elevator at Renville, Minn. Albert Henning has been retained as manager.

Farmers in the neighborhood of Dodge Center, Minn., are interested in the erection and operation of a grain elevator there. It will be conducted on the co-operative basis.

The elevator at Brushvale, Minn., has been purchased by F. H. Stoeger. The changes necessary to make the plant into a modern establishment are to be made immediately.

Knut Johnson has purchased and will operate under his own name the grain elevator at Ulen, Minn., formerly owned by Ole Skalet, and operated as the Ulen Grain Company.

W. J. Osborn, Earl Ward, A. Bonnett have incorporated the Brooks Equity Exchange of Brooks, Wis., and will deal in grain, feed, flour, produce, etc. Its capital stock is \$10,000.

An engineering firm in the Northwest has been awarded the contract by the Bloomer Co-operative Union of Bloomer, Wis., for rebuilding and enlarging its elevators and warehouses.

The Cornwell Elevator at Litchfield, Minn., has been leased by the Acme Elevator Company. The company has opened it for business with Chas. Lethard of Fairmont, N. D., in charge.

S. A. Twetenis, president; D. B. Johnston, vice-president; and F. J. McCullough, secretary-treasurer of the recently incorporated Farmers Co-operative Elevator Company of Danvers, Minn.

Peter Grohs, P. Phalen, Henry Fey, J. J. Krauth and others have incorporated at Dumont, Minn., as the Dumont Farmers Co-operative Elevator Company. The company is capitalized at \$30,000.

The Cargill Grain Company has established a branch office at Fairmont, Minn. It is the intention of the firm to purchase an elevator there and operate it. P. H. Limburg is manager of the office.

To handle grain, feed, flour, produce, etc., the Laona Equity Corporation has been incorporated at Laona, Wis., capitalized at \$15,000. Ernest Wynn, Albert Grundman and Chester J. Irish are interested.

The Kellogg Commission Company of Minneapolis, Minn., has purchased the business known as the North Star Boat Line Elevator at Ortonville, Minn., which has been conducted by J. P. Bauer.

Capitalized at \$25,000, the Dunnell Farmers Co-operative Elevator Company has been incorporated at Dunnell, Minn. C. L. Larson, A. W. Linden, H. W. Hagen and others are named as incorporators.

Incorporation papers have been filed for the Waldorf Farmers Co-operative Elevator Company of Waldorf, Minn. Its capital stock is \$50,000. Chas. Ewald, W. A. Bartelt and E. H. Mueller are interested.

A new Fairbanks Scale and a modern truck dump has been installed in the elevator of the Underwood Grain Association at Underwood, Minn. During the time installations were made, the elevator was closed.

The elevator of the Red Wing Milling Company at Granite Falls, Minn., has been purchased by Geo. Dillingham, who for several years has been manager of it. He will buy and sell feed, grain and flour.

A short time after negotiations were closed whereby B. Odegard sold his grain elevator at Watson, Minn., to A. Mostue of Sacred Heart, Minn. Mr. Mostue sold the plant to Martin Hanson of Wheaton.

To conduct a grain, implement and produce business, the Woodman Co-operative Company has been incorporated at Woodman, Wis. Its capital stock is \$5,000. Thomas Friar and Fred F. Foster are the incorporators.

Geo. Secrest and Wm. O. Johnson have purchased interests in the Amboy Grain Company operating at Amboy, Minn., which will start operations in its elevator again. The elevator was closed down about a year ago for want of a buyer and now Ed O'Connor will act as buyer for the company.

The elevator at Beloit, Wis., formerly owned by F. H. Blodgett of Janesville, has been purchased by the F. H. Green & Sons Company of Beloit. The elevator has capacity of 15,000 bushels. Necessary changes and repairs are to be made, after which the new owners will operate the elevator.

The company expects, it is reported, to build a new grain warehouse on lots adjoining the present elevator as soon as conditions are more settled.

C. E. Richmond & Co., of Plainview, Minn., have sold their elevator located at Viola, Minn., to C. J. Munroe and H. McHugh. Consideration was \$7,000. The new company will be known as the Viola Elevator Company.

The capital stock of the Wisconsin Grain & Cereal Company of Menominee, Wis., has been increased from \$100,000 to \$150,000. The company's new elevator at Boyceville, Wis., is completed and ready for operation.

Articles of incorporation have been filed by the Farmers Community Elevator Company which will operate at Lynd, Minn. Among the incorporators of the firm are: Franz Greve, Geo. Harris, W. E. Pearcy and others. The company is capitalized at \$50,000.

The entire stock of the Erdahl Farmers Elevator Company at Erdahl, Minn., has been purchased by A. Engberg. He has rebuilt the plant, installing a feed mill, cleaner and 20-horsepower engine; also has built a 300-ton coal shed. Mr. Engberg will conduct the plant under its old name.

Hubbard & Palmer have purchased the grain elevator at Mountain Lake, Minn., from Frank Schroeder. The Schroeder Elevator is modern in every detail and is operated by electricity. Jacob Nielsen will be in charge of both of the Hubbard & Palmer Elevators at Mountain Lake.

## OHIO AND MICHIGAN

The Royal Oak Grain Company property at Royal Oak, Mich., has been sold to F. J. Ingel.

A co-operative elevator association has been organized at Hastings, Mich. Its capital stock is \$50,000.

The Sherman Grain Company of Fort Loramie, Ohio, has increased its capital stock from \$15,000 to \$30,000.

The Coleman Elevator Company of Coleman, Mich., has filed articles of incorporation. Its capital stock is \$50,000.

E. C. Herolz's interest in the Portland Elevator Company of Portland, Mich., has been purchased by Chas. A. Lewis.

The capital stock of the Waterville (Ohio) Farmers Elevator Company has been increased from \$20,000 to \$50,000.

The Hemans Co-operative Elevator Company was recently organized at Hemans, Mich. Its capital stock totaled \$20,000.

The elevator of the Waldo Elevator Company, Waldo, Ohio, has been purchased by the Farmers Co-operative Association.

The capital stock of the Ottawa Grain & Milling Company of Ottawa, Ohio, has been increased from \$50,000 to \$100,000.

The elevator of the Gidding Bros. at Milledgeville, Ohio, is to be enlarged. They will equip it with new boiler and conveyor.

The capital stock of the Isabella County Farmers Grain Company of Mt. Pleasant, Mich., has been increased from \$20,000 to \$50,000.

The Hartford Gleaners Co-operative Elevator Company of Hartford, Mich., has increased its capital stock from \$30,000 to \$60,000.

Articles of incorporation have been filed by the Farmers Co-operative Elevator Association of Ovid, Mich. Its capital stock is \$15,000.

A farmers grain dealers association has been organized at Yellow Springs, Ohio. The company will either build or buy an elevator there.

The Equity Exchange Company of Middle Point, Ohio, has been remodeling its old elevator, making provision for storing feed, flour, salt, etc.

The Square Deal Elevator Company's elevator at Knoxdale (Antwerp p. o.), Ohio, has been purchased by the Cecil Equity Exchange Company.

The elevator of M. C. Brake at Dutton, Mich., has been sold to the Caledonia Farmers Elevator Company. Mr. Brake is now out of the grain business.

F. D. Brown, J. A. Huffman, C. J. Spencer, D. F. Armitage, C. H. Falter and others have filed articles of incorporation as the Farmers Exchange Company to operate at Attica, Ohio. The company is capitalized at \$75,000. Its plans are to purchase elevators at Attica and Carrothers and to handle grain and other farm products on a co-operative basis.

Transactions were recently consummated by which the elevator at Cleveland, Ohio, formerly owned and operated by the Union Elevator Company, was sold to the recently incorporated Co-operative Union Elevator Company. H. W. Robinson, who was formerly vice-president of the Union Company, is president of the new firm. With him are associated other men well known in the co-operative work among farmers of Ohio. The Union Elevator Company was one of the oldest grain companies in the country. It was organized in the



'40s. Part of the present plant was built in 1862. It has a capacity of 250,000 bushels and is equipped with machinery for purifying, scouring, drying, cleaning and separating.

The charter of the Middlebranch Elevator & Supply Company of Middlebranch, Ohio, has been amended and capital stock increased from \$15,000 to \$40,000.

The Gallup-Prentiss Co-operative Grain Company is building 20x60 foot warehouses to its elevators at Gallup (Hamler p. o.) and Prentiss (Leipsic p. o.), Ohio.

A. G. Smith, S. G. Yarnell, S. Shelby and J. A. Meyers have filed articles of incorporation at Greenwich, Ohio, as the Greenwich Mill & Elevator Company. Its capital stock is \$50,000.

E. S. John, S. H. Stemen, G. R. Blosser, C. Croske, C. C. Trackler and D. L. Rodabaugh have incorporated the Williamstown Elevator Company of Williamstown, Ohio. Its capital stock is \$25,000.

To operate at Belleville, Ohio, the Transit Elevator & Warehouse Company has been incorporated. A. M. Tousley, W. J. Mahnke, C. Ammerman and H. A. Body are interested. Its capital stock is \$10,000.

Storage bins of from 7,000 to 8,000 bushels' capacity have been planned by the Farmers Co-operative Elevator Company of Somerset, Ohio. The company is also providing for the storing of agricultural lime, raw rock, etc.

Chas. H. Shuler's elevator at Hancock (Deweyville p. o.), Ohio, has been purchased by the McComb Farmers Co-operative Grain Company. The new owners have made 8,000 bushels additional storage to its elevator.

The Tiffin Elevator at Tiffin, Ohio, has been purchased from Walter Trumpler by the Farmers Exchange Company for the consideration of \$27,500. The new organization will conduct a general supply and grain business.

The buildings of the Loveland & Hinyan Company of Grand Rapids, Mich., including 40 elevators and warehouses, have been sold to C. Renler and Clyde Dennis. They will continue the business as the Grand Rapids United Marketing Company.

## SOUTHERN AND SOUTHWESTERN

The elevator and mill of R. E. Nail at Albany, Texas, has been sold by him to Butler & Taylor.

The elevator of the Farmers Supply Company at Vici, Okla., has been purchased by T. H. Hussey.

The Farmers Elevator Company of Dunbar (r. f. d. Emory), Texas, plans to erect a large elevator there.

An interest in the Nelson Grain Company of Laverne and Mays, Okla., has been purchased by Rollie Graves.

The grain elevator of the Farmers Co-operative Elevator Company of Granite, Okla., which burned, is to be rebuilt.

Improvements costing \$50,000 are to be made to the plant of the Graham Mill & Elevator Company of Graham, Texas.

H. L. Refield and W. L. Lawther's interest in the Lawther Grain Company at Dallas, Texas, has been purchased by J. E. Lawther.

A. Snearly has sold his grain and seed business at Henrietta, Texas, to the Hanagan Bros. Possession was given immediately.

A grain elevator costing \$250,000 and of 500,000 bushels' capacity is to be erected at Plainview, Texas. Jos. Kellehar is interested.

The contract has been let by the Billingslea Grain Company of Frederick, Okla., for the erection of a 35,000-bushel elevator costing \$25,000.

A drier of 300 bushels' capacity per hour is being installed in the 225,000-bushel elevator of the Harvest Queen Mills of Plainview, Texas.

Hurst & Co., of Claremore, Okla., conducted by H. O. Hurst and R. A. Atkinson, has been dissolved. Mr. Hurst will conduct the business hereafter.

The charter of the Fort Worth Elevator Company of Fort Worth, Texas, has been amended and capital stock increased from \$750,000 to \$1,000,000.

A new elevator has been built at Hennessey, Okla., for the Farmers Union Elevator Company. It is equipped with motors, distributors, cleaners and scales.

The F. E. Shuler Grain Company of Gonzales, Texas, will build a grain elevator and grist mill at that place. A corn sheller and shuck baler will be installed.

The plans are being made for the construction of an elevator and flour mill at Merkel, Texas, at a cost of \$50,000. G. B. Ballard of Sweetwater is interested.

The elevator of the Farmers Co-operative Association of Sentinel, Okla., is being repaired and equipped with new machinery. The capacity is also being increased.

The Burrell Engineering & Construction Company has been awarded contracts for the erection

of grain elevators of 20,000 and 30,000 bushels' capacity respectively, at Dawn, Texas, and Hereford, Texas, for the Great West Mill & Elevator Company.

The Burrell Engineering & Construction Company has received a contract from the Corsicana Mill & Grain Company of Finney, Texas, for a 22,000-bushel elevator.

Capitalized at \$25,000, the Scannell Winters Grain Company has been incorporated at Oklahoma City, Okla. E. M. Scannell, G. F. Patterson and Franklin Winters are interested.

The Wrightsville Grain Company of Wrightsville, Ga., which has been conducted by E. E. Sanders and H. B. Sanders has been sold by them to R. L. Stephens and L. D. Lovett.

The Adkins Hay & Feed Company of Muskogee, Okla., has awarded the contract to the Burrell Engineering & Construction Company for a 25,000-bushel elevator and feed plant.

Capitalized at \$25,000, the Farmers Co-operative Grain & Supply Company has been incorporated at Breckinridge, Okla. The incorporators are: C. N. Hare, A. T. Bultorff and T. B. Cooper.

Articles of incorporation have been filed by the Washita Farmers Elevator Company of Washita, Okla., capitalized at \$25,000. J. G. Motsenebacker, D. C. Nixon and G. G. Nixon are interested.

R. C. Arnold, D. S. Borden and S. Borden have filed articles of incorporation at Louisville, Ky., as the Arnold-Borden Company. The company will deal in both grain and feed and is capitalized at \$20,000.

The Buffalo Grain & Coal Company of Buffalo, Okla., has been purchased by the Wallingford Bros. They have also bought the property of the Street Grain Company, together with elevator under construction.

The charter of the Wier Feed & Grain Company of Athens, Ga., has been amended, provision being made for the firm to carry on a warehouse and storage business in conjunction with its other business.

The El Reno Mill & Elevator Company has let the contract for a new 25,000-bushel elevator at Hydro, Okla. The plant will be equipped with corn and grain cleaner, corn sheller, auto scales and gas engine.

The store of the Farmers Co-operative Association of Dublin, Ga., has been consolidated with the elevator and mills of the firm, and will be operated under the combined management of M. C. E. Adams and J. R. Moore.

The La Grange (Ky.) Feed & Grain Company has sold its business to Duncan & Co. Herman Wilson has been conducting the business since the death of his father. O. Latimer will be in charge of the establishment.

A new concrete fireproof headhouse and warehouse has been completed at Fort Worth, Texas, by the E. G. Rall Grain Company, in addition to its elevators. The new headhouse replaces the one which was burned several months ago. It cost \$200,000.

## EASTERN

O. S. Ebersole & Co. recently filed articles of incorporation at Harrisburg, Pa., to handle grain, flour, etc.

The capital stock of the Kingston Grain Company at Kingston, N. Y., has been increased from \$25,000 to \$100,000.

A grain elevator and feed mill is to be constructed in the near future at York, Pa., by the Anderson Bros. Company.

A large elevator and storage plant is being erected at Coraopolis, Pa., for the Ohio Valley Grain & Feed Company. A double drive attrition mill with capacity of 100 pounds per minute will be installed.

Part of the Globe Elevator Company's plant at Buffalo, N. Y., has been purchased by the Quaker Oats Company. The new owners will conduct the feed milling business; the elevator will be conducted by the Globe people as in the past.

The Standard Milling Company of New York City has advised the "American Grain Trade" that while it is contemplating building at Buffalo, N. Y., the plans have not been completed and there is little likelihood of its starting operations until next spring. The plans under consideration provide for a large elevator and new mill. The Standard Company already operates large, modern mills at New York and Buffalo.

Meech & Stoddard of Middletown, Conn., have purchased the Meriden Grain & Feed Company from B. W. Collins and the grain business of McMahon & Fisher. They will incorporate the two businesses under the name of the Meriden Grain & Coal Company. Clair L. Huse will manage the business and P. H. McMahon will be assistant manager. Meech & Stoddard own and conduct businesses at Hartford as the Meech Grain Company; at Essex as Meech & Stoddard, Inc.; at

Middletown, as the Middletown Grain & Coal Company. G. Ellsworth and Harold M. Meech are the principal stockholders in the firm. The business was started in 1856 by Geo. M. Ward at Middletown. Various changes have taken place during the intervening years, until in 1906 it was incorporated by the present owners.

## THE DAKOTAS

The O. & M. Elevator at Voltaire, N. D., has been opened by C. S. Opland.

The elevator of W. Ketschem at Lily, S. D., is being repaired and overhauled.

Chas. Wheeler has made arrangements to reopen the Dorr Elevator at Oacoma, S. D.

The Farmers Elevator at Werner, N. D., has been purchased by R. S. Davidson of Killdeer.

H. J. Ketter of Cando has purchased the Independent Elevator located at Jessie, N. D.

The Powers Elevator located at Oakes, N. D., has been purchased by Ed Hafey and J. O. Glenn.

Farmers around Summit, S. D., are interested in the erection of a modern grain elevator there.

The Van Osdell Elevator at Derrick, N. D., has been purchased by Peter Martinson of Hampden.

The Farmers Elevator Company of Josephine, N. D., will rebuild and enlarge its elevator there.

The contract has been let by A. H. Retzlaff for the erection of a modern grain elevator at Sutton, N. D.

The Movius Elevator, situated at Lidgerwood, N. D., has been purchased by the Osborne-McMillan Company.

A new foundation has been placed under the elevator of the Equity Co-operative Exchange of Sanborn, N. D.

M. O. Pederson of Westbury, Minn., has purchased the elevator property of Iver Rasmuson at Pingree, N. D.

Remodeling is being done to the Farmers Elevator at Great Bend, N. D. A feed mill and cleaner will be installed.

A 10-ton scale and grain dump has been installed in the elevator at Emery, S. D., owned by the Farmers Union.

The Farmers Elevator Company of Venlo (Anselm p. o.), N. D., has constructed a grain elevator with capacity of 25,000 bushels.

After a shut-down of a year the elevator of the Farmers Co-operative Union Elevator Company at Fryburg, N. D., has been reopened.

Repairs and overhauling has been done in the Farmers Elevator at Williston, N. D. A new distributing system has been installed.

The Hoogestraat Elevator at Chancellor, S. D., is to be conducted under the management of Kelly & Kane. Both are experienced grain men.

The elevator property of Strain & Co., including coal sheds, located at Waubay, S. D., has been purchased by the Geo. C. Bagley Elevator Company.

The elevator at Wolseth, N. D., owned by the Acme Grain Company, has been opened for business under the management of Marvin Skappel, agent.

The Royal Elevator located at Velva, N. D., has been taken over by A. L. Berge of Towner, who has organized the A. L. Berge Elevator Company.

John S. Gogin is backing a proposition to organize a farmers elevator company to operate a grain elevator at Osnabrook, N. D., on a co-operative basis.

A branch office has been opened at Aberdeen, S. D., by the Farmers Elevator Exchange of Sioux Falls. Joseph McNary will have charge of this office.

W. W. Spitzenberg, B. R. Gilbert and C. Bachman are the incorporators of the Farmers Grain Company of Bonesteel, S. D. Its capital stock is \$50,000.

T. G. Winters, L. G. Truesdall and William Halter have filed articles of incorporation as the Balta Grain Company of Bismarck, N. D. Its capital stock is \$14,000.

The Steffan Elevator at South Heart, N. D., is undergoing repairs. It is understood that the Steffan Elevator is now under the control of the Powers Company.

The elevator of the Farmers Elevator Company at Hayti, S. D., is being repaired and equipped with manlift, steel spout and leg drive. The headhouse is being remodeled.

The Empire Elevator at Mellette, S. D., has been purchased by Frank A. Howe. He now owns three elevators there. The plant was built 40 years ago, and is in good condition.

A co-operative company at Calvin, N. D., has purchased the St. Anthony & Dakota Elevator at Calvin, N. D. The property sold for \$15,000. The co-operative company was recently organized, capitalized at \$30,000.

Remodeling and overhauling is being done to the J. J. Mullaney Elevator at Beresford, S. D. A con-



crete approach to the elevator is being constructed and modern truck dump scale installed, taking the place of the old wagon scales.

The Vickie Grain Company has prepared plans, it is reported, for the erection of a modern grain elevator at Oelrichs, S. D. The elevator will have a capacity of 15,000 bushels.

The Norma Farmers Elevator Company of Norma, N. D., has reorganized and will hereafter conduct its business on the co-operative plan. It has been operating as a stock company.

The Columbia Elevator at Hettinger, N. D., is being operated under the management of H. C. Kern. The elevator was recently overhauled and equipped with cleaning machinery.

Improvements have been made to the Johnson & Westlie Elevator at Van Hook, N. D. A new grain pan was installed and new dump added; also a 10-horsepower Fairbanks-Morse Engine.

The elevator at Presho, S. D., has been taken over by A. A. Truax. He will overhaul the building thoroughly, and install a modern feed grinder. C. H. Townsend will be in charge of the elevator.

#### MISSOURI, KANSAS AND NEBRASKA

G. E. Cannon is now sole owner of the old Omaha Elevator at Alda, Neb.

A new elevator is under course of construction at Ensign, Kan.

Capitalized at \$10,000, the Barnes Vaughn Grain Company has been incorporated at Burdett, Kan.

A grain elevator of 35,000 bushels' capacity has been erected at Humboldt, Neb., for the Farmers Union.

The capital stock of the Farmers Elevator Company located at Chappell, Neb., has been increased to \$75,000.

A grain elevator is to be erected at Clebourne, Kan., for the Liberty Milling & Ice Company of Manhattan.

A stock company, backed by John Congdon, has become interested in the erection of a new elevator at Sedgwick, Kan.

The new elevator of the Clarence Grain Company of Clarence, Mo., has been completed. S. H. Nelson is manager.

A new elevator of 18,000 bushels' capacity has been completed at Satanta, Kan., for the Farmers Elevator Company.

A grain elevator is to be erected at Gurley, Neb., for the Steele & Nelson Grain Company. W. H. Tiger is manager.

The capital stock of the Pawnee County Grain & Supply Company of Larned, Kan., has been increased from \$20,000 to \$100,000.

Geo. V. Wolfe is at the head of the recently organized Iantha Producers Grain Company of Iantha, Mo. Its capital stock is \$20,000.

The elevator and coal business of J. M. Rutt at David City, Neb., has been traded by him to E. H. Hill of the Hill Land & Cattle Company.

Capitalized at \$20,000, the Farmers Elevator & Exchange Company has been formed at Durham, Mo. The company will build an elevator.

The elevators at Howe and Burr, Neb., have been purchased by Geo. Petring from the Hall-baker Grain Company of Kansas City, Mo.

The Konantz Lumber & Grain Company has filed articles of incorporation to operate at Uniontown, Kan. Its capital stock amounts to \$25,000.

Farmers around Lincoln, Neb., are interested in the erection of a modern 35,000-bushel elevator and coal yard at that place. It will cost \$35,000.

An addition has been completed to the elevator of the Douglass & Rice Grain Company of Athol, Kan. An electric motor has been installed.

The elevator of R. L. Brown at Rushville, Mo., has been sold to the Aunt Jemima Mills Company. The new owners will use it as a storage plant.

Capitalized at \$40,000, the Farmers Elevator Company has been incorporated at Charleston, Mo. The company will either build or buy immediately.

Operations have been started in the new 10,000-bushel elevator of the Farmers Union at Mound Valley, Kan. Its capital stock amounts to \$100,000.

Plans are being prepared, it is reported, for the erection of a grain elevator at Oswego, Kan., by the Associated Mill & Elevator Company of Kansas City, Mo.

An addition of 8,000 bushels' capacity is to be built to the Central Elevator at St. Francis, Kan. This will make the total capacity of the house 18,000 bushels.

The Derby Grain Company is building a 16,000-bushel elevator at Marion, Kan. It will be equipped with Howe Scales, a modern automatic scale and distributors.

The National Co-operative Company has been incorporated at Lincoln, Neb. This is said to be the largest co-operative company in existence and controls 300 grain elevators, 1,500 locals, 50 gen-

eral stores, three creameries, two mills and 100 shipping associations. The corporation will build or lease a terminal elevator at Lincoln or Omaha. C. H. Gustafson is president of the company.

Construction work has been completed on the new elevator of the Farmers Union Mercantile Company of Norborne, Mo. Its capacity will be 20,000 bushels.

Incorporation papers have been filed at Penedennis, Kan., for the Farmers Union Co-operative Elevator & Livestock Company. Its capital stock amounts to \$10,000.

The Farmers Elevator & Supply Company and the Hedge Brown Company's elevators at Whiting, Kan., have been purchased by the Whiting Co-operative Association.

The Ward Bros. Grain Company has purchased the elevator of J. H. Hillyer at Montezuma, Kan. M. C. Ward is manager. The Ward company also owns an elevator at Pierceville.

E. L. Betton is now associated with the Frisco Elevators Company of Kansas City, Mo. He was formerly first assistant inspector of the Kansas State Grain Inspection Department.

The Wyandotte Elevator Company has been incorporated at Kansas City, Mo., and will conduct a new 1,000,000-bushel elevator there. The elevator will be under the management of W. C. Bagley.

A site on the Oak Hill (Mo.) branch of the Missouri Pacific Railway, has been purchased by H. J.

## FIRES—CASUALTIES

Sidney, Ohio.—Fire recently destroyed the grain elevator of Chas. O. Burgess.

Fayette, Mo.—Bridges & Wright's feed store was burned. The loss is covered partly by the \$5,000 insurance.

Granite, Okla.—With a loss of \$20,000, the elevator of the Farmers Co-operative Elevator Company was burned.

Grass Lake, Mich.—Jerome Seed Company's hay barn burned with a loss of \$20,000. It is partly covered by insurance.

Van Buren, Ark.—Losses of \$2,000 were sustained by the Western Grain Company when its hay room was damaged by fire.

Burch, near Britton, S. D.—Fire resulting, it is believed, from a cigarette stub, completely destroyed the Dakota & St. Anthony Elevator here.

Bradford, Ohio.—Arnolds & Giddings' elevator was destroyed by fire which consumed the entire village. The total loss reached \$1,000,000.

Undora, Sask.—The Atlas Elevator Company, Ltd., lost its elevator by fire which resulted from lightning. The elevator was empty at the time.

Bayle City, Ill.—The elevator of Fred Morrison & Son was destroyed by fire. The fire was started by lightning. No insurance was carried on the plant.

Lott, Falls County, Texas.—On August 24, the plant of the McAteer Grain Company was burned. The loss amounted to \$10,000; partly covered by insurance.

Montgomery, Ill.—Two elevators were destroyed by fire which started when lightning struck one of them. A considerable quantity of grain was also destroyed.

Benson, Minn.—Fire destroyed completely the elevator of the Benson Market Company. The loss of grain is estimated at \$15,000; this was completely covered by insurance.

Cumberland, Iowa.—Together with 16,000 bushels grain, the Kirchner Elevator was burned. The loss is estimated at \$10,000 on the building; insurance covers the entire loss.

Sacramento, Calif.—Losses of \$250,000 were sustained by the Sacramento Valley Feed Company when fire destroyed its feed warehouse. The fire started in a nearby building.

Canastota, S. D.—J. J. Mullaney's elevator here was damaged by fire to the amount of \$7,500. The elevator had capacity of 25,000 bushels. The loss is partly covered by insurance.

Lebanon, Ore.—Fire destroyed a part of the contents of the feed and flour warehouse of Kreig & Higgins Company. Sparks from a passing locomotive are believed to have caused the fire.

Lidgerwood, N. D.—The Osborn-McMillan Elevator and warehouse here was destroyed by fire of unknown origin. There was only a small amount of grain in the plant at the time of the fire.

Reeve (Hampton), Iowa.—The elevator of the Reeve Farmers Grain Company, together with two cars standing near by, were destroyed by fire which

Tiemann of the Tiemann Elevator Company. The firm will erect a grain elevator and warehouse costing \$350,000.

The elevator and seed warehouse of Lee Hill at Edgar, Neb., has been purchased by the Shannon Grain Company. R. L. Mudrow is manager. The old elevator of the Shannon firm has been purchased by A. G. Burruss.

The stock of Alex Hamlin in the Paola Mill & Elevator Company of Paola, Kan., has been purchased by G. I. Protzman, Perry Riddlebarger, the Watkins Grain Company and Mr. Harrington. Mr. Hamlin is retiring from business.

Extensive remodeling and repairing has been done to the elevator of C. B. Seldomridge at Bertrand, Neb. New grain pits are to be installed as well as a new scale of enlarged capacity. All machinery will be driven by electricity.

A modern elevator is being constructed at Wheeler, Kan., for the Farmers Union Elevator Company. Its capacity will be 12,000 bushels. The elevator will be equipped with modern distributor, Fairbanks Automatic and a Fairbanks 10-ton Truck Scales and Beall Cleaner.

The contract has been awarded by the Farmers Union Elevator Company of Seneca, Kan., for a 22,000-bushel studded elevator. The equipment will include a Beall No. 5 Cleaner, 10-ton Fairbanks Truck Scale, Fairbanks Automatic Scale and modern distributors.

started in the engine room adjoining the elevator. A new supply shed costing \$400 was also destroyed. The loss on buildings will be \$7,000; while loss on grain contents will amount to between \$6,000 and \$7,000.

Knox (York p. o.), Neb.—The Farmers Union Association lost its elevator here by fire. Loss covered by the insurance which amounted to \$10,500 on contents and \$6,000 on elevator.

Belle Fourche, S. D.—Considerable damage was done to the elevator of the Tri-State Mill when a freight car jumped the track and struck it. The whole structure was moved a short distance off of its foundation.

Finney, near Attica, Ind.—The elevator here owned by the Davis Bros. of Judyville, valued at \$20,000, was destroyed by fire, the origin of which has not been determined. A carload of coal was also consumed.

Creston, Iowa.—On August 24 fire destroyed the grain elevator located here with 1,500 bushels corn, 1,500 bushels oats and 500 bushels wheat. The origin of the blaze which caused loss amounting to \$10,000 is unknown.

Litchfield, Minn.—Fire, which broke out in the Independent Elevator, threatened for a time to destroy the plant. The heaviest damage was done to the motor, which burned out. The damages were repaired immediately.

Dysart, Sask.—On August 14 the North Star Elevator was burned. There was no grain in the elevator at the time of the blaze. The company will rebuild immediately. The cause of the fire has not been ascertained.

Dallas, Texas.—The Johnson-Harris Grain Company lost its warehouse by fire. It was filled with corn and hay. A loss of several thousand dollars, which is partly covered by insurance, was sustained by the grain men.

Huntley, Minn.—As the result of overloading, the old elevator here, which was filled with overflow grain of the Farmers Elevator, burst, spilling 17,000 bushels of oats. The elevator was formerly the property of Jake McCune.

Pasco, Wash.—Damages of \$1,500, partly covered by insurance, was done to feed store of Harrison Bros., by fire. The loss on the building in which the store was located amounted to \$3,000; insurance on this amounted to \$1,000.

San Francisco, Calif.—The warehouse of the Sacramento Valley Feed Company was burned on August 14. Total loss amounted to \$500,000. The feed company sustained losses of \$250,000 and the California Pine Box Company, \$200,000.

Jud, N. D.—The old Lyon Elevator, recently purchased by Mr. Jackson, was completely destroyed by fire on August 21. Only the efficient work of the fire fighters kept the blaze from spreading to the buildings surrounding the elevator.

Lagro, Ind.—On September 1, with a loss of \$20,000, the elevators of the Lagro Milling Company were completely consumed by fire. It is believed that spontaneous combustion was the cause of the



fire. L. M. Props was principal owner of the elevator. The loss is partly covered by insurance.

Doris, near Independence, Iowa.—Early in August the grain elevator and stock yards here were de-

stroyed by fire which was started evidently from the spark from a passing locomotive. The elevator and stock yards were owned and conducted by P. B. Maynard.

## OBITUARY

**BARRONETT.**—D. C. Barronett died at Ritzville, Wash., recently. He had been associated with the O'Neil Grain Company.

**BREWER.**—After a lingering illness, James Brewer died at his home in Olympia, Wash., aged 61 years. Mr. Brewer was for many years engaged in the feed and flour business in Olympia, operating as James Brewer & Co. Ill health forced him to resign about a year ago. He is survived by his widow, a son and a daughter.

**DEWEY.**—W. M. Dewey was killed in an automobile accident near Wenona, Ill., while on his way to Chicago. Mr. Dewey was the son of W. W. Dewey,



member of the Peoria Board of Trade and well known commission man of that city. Mr. Dewey was associated with his father in the grain business and took an active interest in the affairs of W. W. Dewey & Sons. During the war, Mr. Dewey held a commission and served overseas.

**CARTER.**—H. G. Carter, president of the National Hay Association, and well known to hay men throughout the country, was killed in an automobile accident on August 27 near Staunton, Va. Mr. Carter was president of the firm of Carter, Venable & Co., at Richmond, Va. Further details concerning Mr. Carter are published in another portion of this issue.

**CRAIG.**—Aged 75 years, L. R. Craig died in California during the last part of July. For over 50 years he had been engaged in the grain business at Anita, Iowa.

**FERNALD.**—James W. Fernald died on August 25 following an automobile accident. Mr. Fernald was formerly one of the largest grain and feed dealers in Chicago, Ill., but had retired from active business some time ago. He was 81 years old. His widow, two sons and a daughter survive him.

**HOGUE.**—On August 16, W. S. Hoge died at Black Hill Falls, Pa. He was president of W. S. Hoge & Bro., Inc., of Washington, D. C. He was a prominent business man of Washington and was interested in various enterprises other than the wholesale feed business. His widow and seven children survive him.

**HUSTED.**—Lewis Norman Husted died at his home in Wheaton, a suburb near Chicago, Ill. He had been a member of the Chicago Board of Trade since 1885.

**NICHOLS.**—Geo. R. Nichols died on September 12 at a Chicago hospital. Mr. Nichols had been identified with the Chicago Board of Trade for 32 years and had been operating for 30 years as Young & Nichols. Mr. Nichols was born in Canada in 1851. He is survived by his widow.

**RILEY.**—Wm. C. Riley was recently killed in Elevator "B" of the Baltimore & Ohio Railroad at Locust Point, Baltimore, Md., when caught in a belt and pulley. He had been employed at the elevator for 37 years.

**SPENGLER.**—M. M. Spengler met with instantaneous death when caught in the machinery of the Farmers Elevator at Bolivia (Mechanicsburg p. o.), Ill., of which he was manager.

**TUCKER.**—On August 26, J. B. Tucker died at his home in Kansas City, Kan. He was a pioneer surveyor; and for the last 15 years had been a grain dealer on the Kansas City (Kan.) Board of Trade. His widow and one daughter survive him.

**VOLKMAN.**—Aged 80 years, C. M. Volkman, an old time seed man, died at San Francisco, Calif. He conducted a seed business there for many years as C. M. Volkman & Co.

**WILSON.**—James Wilson, Secretary of Agriculture under Presidents McKinley, Roosevelt and Taft, died at Traer, Iowa, recently, aged 85 years.

## HAY, STRAW AND FEED

### DEMAND FOR HORSES

The records of six large markets show an increase of 34,017 in sales of mules and horses handled in the first six months of 1920, as compared with the corresponding period of 1919. Apparently business men have come to the conclusion that horses are the most economical form of transportation for short-haul heavy traffic and on frequent-stop routes. The increase is all the more significant when it is considered that business conditions were unfavorable during the spring months and that building operations have been very slow.

### ST. LOUIS HAY SITUATION

BY S. F. LARRIMORE

Recent receipts of hay at St. Louis have been rather liberal, consisting mainly of poor grades of Timothy and threshed hay, with some receipts of Alfalfa and Prairie. The Timothy market continues to rule steady on the better grades which are in excellent local demand, offerings being mainly of poor hay, which are very dull and slow. There is an accumulation of poor hay, and prices have had to be shaded to effect a sale, there being quite a difference in values between the No. 1 Timothy and low grades. Light Clover Mixed hay has been firm on good No. 1 light Clover Mixed only, No. 2 and lower grades being dull and slow. Heavy Clover Mixed hay slow and dull, with liberal receipts and demand very light, the trade being well filled up, and none of the large buyers in the market. It looks like lower prices will be the rule. Pure Clover

continues to rule firm, with a good demand for No. 1 pure Clover; No. 2 grades dull, with liberal receipts and very light demand. Alfalfa hay has been steady, with good local and milling demand for the better grades of Alfalfa; No. 2 and lower grades are quiet and dull. Prairie hay market is quiet but steady, receipts being light, with demand fairly good for good No. 1 Prairie, No. 2 and lower grades being dull. Straw is very scarce and much in demand.

### ON THE BALE-TIE SHORTAGE

The Bureau of Markets has communicated with the principal manufacturers of wire and the leading bale-tie factories, urging them to increase their production. A survey of the entire situation disclosed that the general scarcity is due mostly to strikes, transportation difficulties, and shortage of wire.

As distribution is one of the main reasons for the present shortage, the Department of Agriculture has suggested plans to manufacturers by which it is hoped to supply those sections of the country first where the need is most pressing.

### RECEIPTS HEAVIER, MARKET EASIER

"The receipts of hay for the past few days have been considerably heavier than heretofore," say Toberman, Mackey & Co., of St. Louis, in a recent market letter. "There is no demand whatever for medium and low grade hay nor for threshed hay, but there is a good demand for the better grades of

light clover, mixed and Timothy and hay of this grade sells immediately upon arrival; otherwise it is hard to place the offerings at satisfactory prices. Threshed hay is offered freely at low prices. Top being about \$20. We would not advise shipment of the poor hay, but if you can load your good hay up think now would be a good time to get it to the market. Prairie hay dull and plentiful. Demand poor. Choice Alfalfa in good demand. Medium and low grades hard to place. Clover more plentiful, fair demand. Straw steady."

### HAY RECEIPTS LIGHTS

Albert Miller & Co., of Chicago, in their letter of September 10, say: Hay, arrivals lighter; Timothy, ready sale; Clover and Clover Mixed, big demand; Prairie, scarce and wanted. Straw, few arrivals; meeting a real demand. Lighter arrivals and good demand has kept our market quite firm throughout the week. With new shipments lighter, we anticipate a light run this coming week and a firm market. Arrivals of Prairie practically stopped. Now is the time to start Prairie this way. Better prices looked for.

### THE CINCINNATI HAY MARKET

Lighter receipts of hay have been expected for the past week, but it has taken a longer time than anticipated to clean up the hay that was running into this market. The market has been dull and draggy, although good hay is wanted, but the greatest majority of hay arriving here now is off grade and it is meeting with very poor demand. The result of course, is that it has been hard to clean up the daily arrivals and a number of cars have been held over from one day to another.

Receipts will undoubtedly fall off very shortly and it is possible that we may see some reaction in prices at that time. There is a good demand for top grades of Timothy, but mixed hay and low grades are mighty hard to sell except at greatly reduced prices.—*The Mutual Commission Company, Cincinnati, Ohio, in letter of September 9.*

### KANSAS CITY HAY MARKET

BY B. S. BROWN

The higher freight rates and bad weather were factors in reducing the supply and the prices of hay on the Kansas City market the past few weeks. Kansas City normally handles several hundred cars of hay a week, receipts running often into the hundreds of cars a day. Fully two-thirds of this volume is shipped—and when as much as \$1.50 a ton was added to shipping cost by new freight rates, some districts began to look elsewhere for their hay.

It is believed that this factor in reduced demand is only temporary; since the hay raised in Kansas City territory is needed in these other districts, and price adjustments will eventually enable the usual purchasers to get into the market again. Practically all hay received here has been moved each day and there is little accumulation. The price reaction were far less than had been expected; 50 cents to a dollar and a half. The decline probably was actually greater than this, however, as without the influence of the higher freight rates, good quality hay probably would have advanced.

The chief variety affected by the freight rate hike was Prairie, which is taken for feeding purposes by many states. Alfalfa has held steady. The heavy demand for good Alfalfa for milling keeps a large volume going out of this district constantly. There are several mills in Kansas City; but the large quantity of Alfalfa entering this market is shipped on eastward to mills.

Freight rates, as well as a preponderance of poor hay on several days, reduced somewhat the shipping of Prairie into Iowa and other farm states. Kansas City used to send hundreds of cars a month to Iowa, for supplying livery stables and similar feeding purposes, the state raising sufficient of its own Timothy. This market has declined, however, though a vast amount of Prairie, and of Timothy also, goes to distant states for feeding, and especially for dairy purposes.

The weather has been the chief unfavorable factor in the hay situation. Frequent and heavy rains have affected all kinds of hay. Much has come in heated, from inadequate curing and premature baling and shipping; it has been taken usually for bedding and packing, and has been moved at prices satisfactory under the conditions. Rain has hampered cutting, and fallen on cut hay. Many farmers are not shipping their third and fourth cuttings of Alfalfa.

The rains have produced a rank growth of grass in many parts of the Southwest, providing a surplus of pasture for the small number of cattle. The pasture grasses in many cases will not be harvested, because of inadequate labor supplies to do the work, and because there is no need on the ranches for the cut hay for storage.

At this writing the prospect seems to be for steady, perhaps stiffer, prices for first class hay; and a wider spread in the quotations ranging down to the poorer qualities.

Best Prairie has been selling up to \$20, Midland



to \$16.50, Lowland and Packing around \$12. Timothy of best grade has sold in the past few days around \$28.50, some poor stuff going at \$12.50. Clover mixed runs about a dollar behind Timothy. Alfalfa has been selling up to \$31, with standard grade around \$26 and \$27, and lowest grades down to \$18 and \$21.

#### NEW YORK HAY PRICES HIGHER

BY C. K. TRAFTON

Temporarily early in the month quietude and narrowness were the principal features in the hay trade. As a rule the majority of buyers were inclined to hold off as they considered prices high, and therefore believed that a decline would be in order in the near future or as soon as new began to arrive.

Unfortunately for them subsequent developments were mainly unsatisfactory. In other words, receipts failed to increase, but became even lighter, and consequently there was no pressure to sell.

Afterwards distributors and local dealers found their supplies reduced to a low plane, and consequently they were compelled to replenish, and as receipts were decidedly inadequate receivers were able to establish an advance.

Some surprise was manifested when it was found that No. 3 or medium grades advanced fully as much if not more than choice, contrary to recent tendencies. This was at first difficult to understand because it was known that only limited quantities of choice or No. 1 Timothy or Light Clover Mixed had arrived. It was subsequently stated in explanation that the common or inferior grades had been especially strong because virtually every buyer had found it necessary to take them because there was no No. 1 to be had, and therefore the latter remained nominal.

In some quarters the light receipts were attributed in part to the scarcity of cars, but other dealers were inclined to ascribe the scarcity to the

[Continued on Page 234]

## FIELD SEEDS

Farmers around Cambridge, Ill., have made arrangements for organizing a company to start a seed business there.

A clover seed cleaner has been installed and warehouse for handling seed built for the Woodburn Milling Company of Woodburn, Ore.

Capitalized at \$5,000, the Dixie Seed Company has been incorporated at Cordele, Ga., by R. D. Kelly, S. F. Holland and R. F. McMullen.

The Home Milling Company of Wapakoneta, Ohio, has sold its buildings and elevator to the Ohio Seed Company. The milling machinery will be sold, as the purchasers will not manufacture flour.

E. Thygesen, C. T. Roe and C. P. Kramer have incorporated the Hennings Harving Company of New York, N. Y., capitalized at \$50,000. The company will conduct a seed, grass and field business.

The Wetsel Seed Company, Inc., of Harrisonburg, Va., has increased its capital stock to \$200,000. In addition to increasing the capital stock the "purposes" of the corporation have been amended, the company now being permitted to handle hay, feed, fertilizer and insecticides; to manufacture feed, fertilizer and insecticides; purchase and sell all kinds of flowers, shrubbery and vegetable plants, and to establish, maintain and operate greenhouses and nurseries. The firm recently purchased a modern building equipped with latest improved store fixtures and cleaning machinery. S. L. Hoover is president; S. S. Shaver, vice-president; E. H. Wetsel, secretary; A. W. Wetsel, treasurer and general manager. Only the Wetsel brothers will be actively engaged. W. A. Simpson Company is no longer connected with the firm.

#### ALFALFA SEED IN KANSAS

The late Kansas State Report estimates that between 8 and 9 per cent of Kansas Alfalfa acreage this year has been left for seed on the second and third crops. The larger percentages are in the central and east-central sections. Condition of the seed crop is reported as only fair, some sections reporting "poor," due to rains at blossoming time. Better conditions have prevailed in the western third of the state, but the acreage there is not as great as through the central section.

#### NEW YORK SEED PRICES LOWER

BY C. K. TRAFTON

For about two weeks immediately subsequent to our last review conditions in the local market for field seeds were extremely unsatisfactory. Indeed, for practically the entire month of August there was too much rain along the Atlantic Seaboard to permit of much seeding. This, combined with the high prices ruling at the outset and expectations of continued financial stringency and further deflation in business circles generally, served to greatly restrict the demand.

The favorable reports on growing crops and the arrivals of early varieties also tended to take the snap out of spot goods. As a result, prices on some descriptions lost fully 10 per cent early in the month. Subsequently the tone became healthier and in some cases about half the loss was recovered. Still, latest prices show that Red Clover has lost 8 to 10 cents since July and Alsike about 8 cents; with other varieties off from 1/4 to 2 cents, barring White Clover and Kentucky Blue Grass, which are nominally unchanged.

The better tone late in the month was ascribed to the belief that with prices much lower than they have been for some time the chances are good for a decidedly active demand for fall sowing. It is pointed out that Red Clover, Alsike and Timothy

are below the cost of production and that many dealers who became alarmed and unloaded recklessly on the recent sharp decline are now ready to buy at these low levels. According to conservative traders, the time has come when further requirements should be provided for. It is evident that western houses have begun to feel that prices are low enough and seed purchased now will prove a good investment. At any rate, moderate carload sales of Red Clover and Alfalfa have lately been made to the West, while those two varieties, in addition to Alsike, Timothy, Orchard Grass, Crimson Clover, and Vetches, have been showing more life in a "small order" way.

Red Clover was as dull as usual early in the month, and while there was some improvement in tone afterwards, it would not surprise some experienced merchants to see the price drop again, say to about 26 cents. They argue that a further decline would make a healthier market as it would offer a level at which buyers could take hold freely with better chance for profit. It has been impossible this season to buy enough Red Clover in this country and the European surplus has been cleaned up, including all the discolored seed. Hence it is believed that seed coming from there now will be of the best new crop. There have been some scattered offerings of new crop French seed, f. a. q., at 25 to 28 cents c. i. f. New York, November-December shipment, but buyers have held off in anticipation of lower prices. It is significant, however, that offers have been limited to 200 bag lots, against 500 to 1,000 ordinarily. Italian offerings are on about the same basis. About 550 bags were received from Italy.

Crimson Clover held relatively steady, losing only about 1/2 to 3/4 cents. This variety again proved the most attractive to buyers, possibly because the arrivals were not as large as usual and the quality was rather disappointing, much of the seed having been stained by rain. While the carry-over was large, practically all of it has been cleaned up, and hence it is argued that all of the seed coming in will probably be needed. Included in the arrivals were 1,200 bags of new crop French. The total receipts were much larger, 3,250 bags, all from France, against about 660 bags in July.

Alfalfa has been quiet as a rule, barring a few car-load sales to the West late in the month and slight quickening of the small order eastern business. Although the domestic crop is slightly better than last year, no eagerness is shown to sell and the impression prevails in some quarters that growers and shippers are holding back for 30 cents or more. Importers in close touch with foreign conditions state that Italy will not cater to the American trade as their surplus was not large and the new crop is expected to be only half as large as last year's. It is argued that it would be better for their own finances to sell to Germany, France, Austria, and neighboring countries, instead of to this country.

Alsike's sharp drop, in the judgment of some shrewd traders, was entirely unwarranted and fictitious. They point out that prices went to sensationally high levels last season because of the short crop and that many dealers who had carried over a stock of high-priced seed were caught in the sudden big slump and forced to liquidate in order to avoid further serious losses. They also assert that big interests have taken advantage of this condition to make an aggressive drive against prices in order to provide a more advantageous buying basis. This has served to drive many of the smaller buyers out of the market and although their buying power is good they have been doing only a hand to mouth business.

In Timothy the loss of about 2 cents was re-

garded as almost wholly in sympathy with the general depression in seeds and many other commodities. In short, buyers were afraid to give any support, although they realized that with a smaller crop prices are lower than they have been in four or five years, having dropped nearly five cents since April. The crop is said to be 25 per cent smaller than last year's and stocks on hand probably show a similar reduction. It is true that there has been a fairly good movement in the last week or so into northern New York, Massachusetts and Connecticut. There has also been some export business, but mainly in low grade stuff. Close to 1,200 bags were shipped to Germany during the month. New Zealand has been cabling for prices on Timothy, as well as on Orchard Grass, and a small business was done for November shipment. Still, sales to this quarter are far from normal.

Fancy Kentucky Blue Grass is quoted at nominally unchanged prices, although there has been little animation. The relative firmness is ascribed to the fact that banks and dealers in the principal producing sections, Kentucky and Missouri, were not particularly hard hit by recent financial developments, as was the case in other sections, and hence seedsmen there found it easier to hold prices up. There has been some inquiry from Denmark, Sweden, and Norway, but buyers have balked at the prices quoted.

Two of the leading New York seed firms, the I. S. Radwaner Seed Company and H. W. Doughten, have taken advantage of the summer quietude to make extensive alterations and improvements in their offices. The new arrangements, fresh paint, and new decorations, provoked many expressions of satisfaction among friends in the trade.

#### WHAT THE FARMER SHOULD EXPECT FROM THE SEEDSMAN

BY EDGAR BROWN

[This interesting article by Mr. Edgar Brown, Botanist in charge, Seed-Testing Laboratories of the Department of Agriculture, is reprinted from the 1919 Yearbook of the U. S. Department of Agriculture. It is worthy of the most careful reading.]

The public is coming to look more and more upon each line of business not alone from the standpoint of business profits, but from its relation to the general welfare. There is no business the conduct of which is of greater importance to productive agriculture than that of the seed trade. Every pound of seed containing dead seeds, weed seeds, trash, and adulterants that is sold to the farmer affects agricultural production in proportion to its quality.

The seedsman holds a more directly responsible relation to agriculture than any other merchant, because the farmer is fundamentally dependent on the seed dealer for his crop seed. Any condition existing in the seed trade which allows poor seed to go into the ground is a detriment to productive agriculture and to the individual farmer. The seed business can no longer be looked upon only from the standpoint of its own gains, but must also be considered from the standpoint of its relation to agriculture.

When the farmer buys seed, he is entitled to all the information the seedsman has in regard to it. It is necessary for the farmer to know its origin; how much of it is of the kind it is represented to be; the proportion of it which may be expected to grow under normal conditions; and the proportion of weed seeds present, noxious or otherwise.

At present, nearly all of the larger seedsmen handling grass and field seeds have found it worth their while to have one or more persons connected with their firm who are familiar with seed testing and who can give them accurate information as to the quality of all the lots of seed they are buying and selling.

The enactment of state laws regulating the sale of agricultural seeds has made this necessary, and the seed business can not now be successfully carried on without it. Seed testing has no doubt rendered the business of seedsmen safer and put it on a more stable basis than was the case when seeds were handled simply as a merchantable commodity with too little attention given to their agricultural value.

It is not enough, however, that the seedsman alone should be well informed as to the quality of the seeds he is selling. He may know that a lot of Redtop seed contains 15 per cent of Timothy seed, or that a lot of Crimson Clover seed contains 40 per cent of seed that will not grow, or that the red Clover he is selling is imported from southern Europe and is therefore poorly adapted to conditions in the Red Clover growing area of the United States, but this information does not help the farmer unless the seedsman passes it on to him. The results of seed testing have been used by the seed merchant far too often for his own advantage, and not often enough to help the farmer. Since seed testing has now become so general that the seed trade as a whole has the information which the farmer needs in his business, it is incumbent on the trade to pass this information along with every lot of seed it sells.

The seed-trade associations, including in their

[Continued on Page 236]



## Hay, Straw and Feed

[Continued from Page 233]

unwillingness of farmers to sell. This was a source of surprise to many in view of the satisfactory crop advices, as confirmed by the official report, which placed the total yield of tame hay at 88,600,000 tons, against 84,813,000 in July. In addition, the weather since the official report was compiled has been uncommonly fine, especially for meadows and pasturage, the temperature having been not too high, while there was ample rainfall over a wide area; highly favorable conditions for grazing.

Later in the month there was more clear-cut form with greater buoyancy. Buyers were in larger attendance and they manifested more interest, indicating plainly that their stocks had been drawn down to an unusually low level. In the meantime, receipts had continued surprisingly small. It was stated that farmers were displaying greater confidence and were evidently determined to hold back their new hay until they could get as much for it as for old. This they were finally able to accomplish, aided somewhat by the scarcity of cars. With the advent of slightly cooler weather the new arrivals showed somewhat better condition, only a small quantity being warm.

There was no life in the market for straw, but nevertheless, prices ruled somewhat higher, owing mainly to limited receipts.

### OHIO FEED LAW CONSTITUTIONAL

Secretary Frank H. Tanner has advised members of the Ohio Millers State Association that the case to test the constitutionality of the Ohio Feedingstuff Law has been decided against the miller, the law being held constitutional. We quote his statement: There is nothing further to do about it, but to pay the license fee as required by the law. A copy of the law will be found on Pages 99-101-103 of the 1919 Directory of Ohio Flour Mills, and on Page 101, Section 1,144 will be found a description of what is held to include the term "Feedingstuffs;" "but such term shall not include hay, grain, straw, whole seeds, unmixed meals made directly from the entire grains of wheat, barley, rye, Indian corn, buckwheat, broom corn, pure wheat bran or middlings, not mixed with other substances, when sold separately as distinct articles of commerce, nor entire grains of corn, oats, barley, wheat, buckwheat, ground together, nor wheat bran and middlings not mixed with other substances" (screenings are "other substances"). The license fee is \$20 per brand per annum. Feeds must also be registered.

### MEDIUM RED AND ALSIKE CLOVER SEED CROPS PROMISING

An increase of about 25 per cent in the 1920 production in medium Red Clover seed and an increase of 10 to 20 per cent in the current Alsike Clover seed crop, as compared in both cases with the production of 1919, is shown by reports received by the United States Bureau of Markets during the week ended August 28, according to the September 11 issue of *The Market Reporter*.

The relatively small quantity of medium Red Clover seed that had been threshed by the end of August was not snapped up by local buyers, who have been waiting for the larger seedsmen to express their ideas of value. Nominal and some actual bids are indicated in the accompanying table. They range from \$19 to \$26.60 per 100 pounds for country-run seed as compared with prices last year at a corresponding time of \$32.40 to \$43. There is a difference between the average prices offered growers about August 25 this year and last year of \$14 per 100 pounds. Even at this large discount, seedsmen are unwilling to buy because they seem to be of the opinion that Red Clover seed prices will continue to decline the same as prices for other field seeds have declined and that the bottom has not yet been reached.

In *The Market Reporter* for February 14, 1920, it was estimated that the stocks of Red Clover seed in the hands of dealers on February 1, 1920, were nearly 1,000,000 pounds more than the year previous. Retail sales of this seed were found to be less than 90 per cent of the 1919 sales, and imports between February 1, 1920, and June 30, 1920, inclusive, were nearly 9,000,000 pounds more than for a corresponding period a year ago. Even considering sales for the two years equal (because no figures for the aggregate of retail sales are avail-

able), there would seem to have been on hand July 1, 1920, approximately 10,000,000 pounds more of red clover seed in dealers' hands than on July 1, 1919, when the carryover was found to be only 1,838,560 pounds.

The total 1920 production of Alsike Clover seed is estimated to be 10 to 20 per cent larger than the 1919 crop. The only important Alsike seed producing section that indicates a smaller production than last year, as shown in the accompanying table, is northwestern Ohio, where the heads failed to fill properly and a yield of only 133 pounds is expected.

Harvesting of the crop began about July 15 or 20 in Illinois, Indiana, Ohio, and New York and about August 1 to 10 in Wisconsin, Minnesota and Idaho. Threshing operations did not make so much headway as during the past few years because dealers have not been so eager to buy. Some seed that came on the market early moved from growers at \$33 per 100 pounds but since then several drops have been recorded and only about \$23 was being offered in many sections during the last week of August. This price is considerably lower than that commonly prevailing at a corresponding time a year ago.

The carryover in dealers' hands is probably very small because stocks last spring were not large, imports were small, and the demand for this kind of Clover was relatively better than that for Red Clover.

### NEW FEED BRANDS

"AN-FO" animal foods, viz., calf meal. John B. Rosefield, Oakland, Calif. Filed July 2, 1920. Serial No. 134,527. Published August 24, 1920. See cut.

"BESGRADE CAPRILAC" feed for stock, particularly for milk goats. Great Western Milling Company, Los Angeles, Calif. Filed April 7, 1920. Serial No. 130,960. Published August 24, 1920. See cut.

"BESGRADE NUTRILAC" feed for stock, particularly for dairy cows. Great Western Milling



Company, Los Angeles, Calif. Filed April 7, 1920. Serial No. 130,961. Published August 24, 1920. See cut.

"J O Z" cattle food and cattle cakes for stock feeding purposes, animal and vegetable fats and oils for food purposes. Naamlouze Vennootschap Anton Jurgens' Margarinefabrieken, Oss, Netherlands. Filed April 26, 1919. Serial No. 117, 891. Published August 24, 1920. See cut.

"E" poultry and stock food. Maritime Trading Corporation, New York, N. Y. Filed April 15, 1920. Serial No. 131,183. Published August 31, 1920. See cut.

The feed mill of H. Ekland at Luck, Wis., has been sold to Henry Toff.

O. R. Lalonde, flour and feed merchant of Cochrane, Ont., has discontinued business.

The Smith Flour & Feed Company of Springfield, Mo., has been purchased by A. D. Allen.

A feed business has been opened at Camden, Ark., by E. C. Shirley and A. N. Hornady.

A feed and flour store is to be conducted at Elk City, Okla., by the American Milling Company.

The Albert Withers Flour & Feed Company succeeds the Lee L. Albert Company at Cape Girardeau, Mo.

An iron clad feed warehouse is being erected by P. J. Warren at Milford, N. J., adjoining his grain office.

L. H. Ramage is one of the incorporators of the Farmers Feed & Implement Company of Kenton, Ohio.

B. C. Stell has equipped and will place in operation on September 15 his new feed mill at Norfolk, Va.

The interest of W. M. Stayley in the Eufaula (Okla.) Flour & Feed Store has been purchased by J. H. McKee.

Edw. G. Beechwood of Duxbury, Mass., has purchased the feed mill conducted by Chas. L. Carrier at Sheburne, N. Y.

S. A. Tessman, C. C. Ladd and S. C. Ladd have incorporated the Duluth Hay & Grain Company of Duluth, Minn. Its capital stock is \$25,000.

To manufacture and sell feeds for livestock and poultry, the Hebageum Manufacturing Company has

been incorporated at Des Moines, Iowa, capitalized at \$100,000. Fred Smith and Wm. Hossfield are interested.

The Midway Flour & Feed Company has started its operations at St. Paul, Minn. Chas. R. Grove is backing the company.

W. W. Moon, B. J. Morrissey have incorporated as the Clark Feed Company at Binghamton, N. Y. Its capital stock is \$25,000.

A Strong-Scott feed grinder is to be installed in the plant of the Frankfort Mill & Elevator Company of Frankfort, S. D.

The Pineville (Ky.) Feed & Grain Company, formerly owned by L. N. Weller, was sold to Frank Riley and Geo. W. Creech.

G. F. Brewer has purchased the feed store of H. E. Pittman at Bedford, Ind. Mr. Pittman was obliged to retire because of ill health.

To handle feed, livestock, produce, etc., Henry McCullough & Co., have been incorporated at The Dalles, Ore. Its capital stock is \$5,000.

The feed and flour business at Glenwood, Minn., formerly conducted by P. H. Jenson, has been purchased and taken possession of by C. C. Henry.

The Jones-McGrail Flour Company has opened up for business at Birmingham, Ala. The company will conduct a wholesale flour and feed business.

The feed mill of the Interstate Flour & Feed Company of Minneapolis, Minn., is being enlarged. Additional grinders and reels are to be installed.

A half interest in the Kelso Feed & Fuel Company at Kelso, Wash., has been purchased by W. B. Keen. The company contemplates building a warehouse.

The half interest of W. H. Hurd in the Chewelah Feed Company at Chewelah, Wash., has been purchased by J. H. Cain. He will conduct the business hereafter.

The California Grain & Milling Company, of Los Angeles, Calif., is building a hay shed and an addition to its Warehouse No. 2. Warehouse No. 3 will also be enlarged.

To manufacture feed, bran, etc., C. D. Erdley & Co., Inc., have organized under the laws of Delaware. They will locate at Weston, N. J. Capital stock is \$150,000.

To handle feed, flour, merchandise, etc., the Hebron (Ill.) Milling & Mercantile Company has been incorporated. E. and W. F. Douglas are interested. It is capitalized at \$36,000.

P. C. and T. B. Lippincott and H. H. Sherwood have filed articles of incorporation at Harpersville, N. Y., as the Harpersville Feed & Coal Company. Its capital stock is \$30,000.

Carl Eichenberg, H. W. Denbo and Franz Weismann have filed articles of incorporation as the American Oil Cake & Feed Company of Dallas, Texas. It is capitalized at \$10,000.

A new steel warehouse has been built at St. Joseph, Mo., by the Excello Feed Milling Company at a cost of \$10,000. It will also build a new concrete and steel molasses tank costing \$25,000.

The entire hay business and property of C. E. Young & Son at Lima, Ohio, has been purchased by Alfred Gowling. Mr. Young retires from business. The deal included the hay shed at Wilshire.

A 25,000-bushel elevator and warehouse of concrete construction is being erected for the Adkins Hay & Feed Company of Muskogee, Okla. The company is also installing a 100-barrel feed mill.

W. B. Parker, Harry Rogers and members of the McDaniels Milling Company have incorporated the Carthage Wholesale Flour & Feed Company of Carthage, Mo. The capital stock of the firm is \$50,000.

The capital stock of the Brown Oglesby Cash Feed Company of Little Rock, Ark., has been increased from \$75,000 to \$100,000. Walter Brown is president; W. T. Oglesby, secretary-treasurer, and W. Terry, vice-president.

The Wickersham Warehouse at East Rochester, N. Y., will most probably be purchased by the Canton (Ohio) Feed & Milling Company. The Canton firm will make improvements including the installation of a feed mill and automatic scales.

The Royal Feed & Milling Company of Meridian, Miss., has placed contracts for new machinery to be installed in its plant which it recently purchased from the Union Seed & Fertilizer Company. When the improvements are completed it will be equipped to operate on a large scale.

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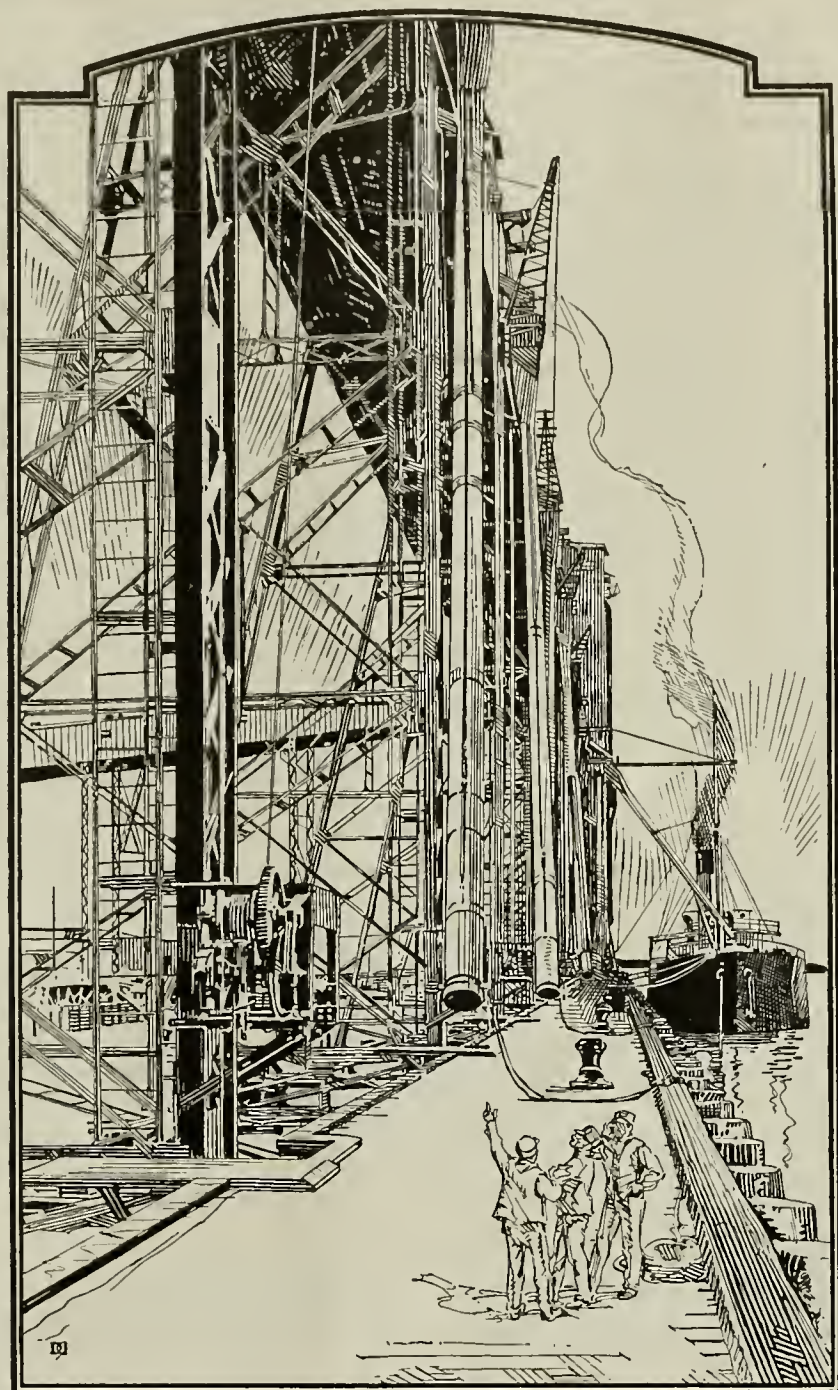
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## “Carigrain” and “Legrain” Belts



## FIELD SEEDS

(Continued from Page 233)

membership nearly all of the seed dealers in this country, were formed to promote the individual and trade interests of their members, and self protection will doubtless continue to be an important function of them. But the time has come when these associations must be more than self-protective. They must also help the farmer and turn their attention to means of improving agriculture.

At the suggestion of the Secretary of Agriculture, representatives of the seed trade met in Washington, D. C., in May, 1917, and agreed to label all lots of field seeds which they sold with the following information:

- (1) Name of seedsmen.
- (2) Kind of seed.
- (3) Proportion of pure live seed present, with month and year of germination test.
- (4) Country or locality of origin in the case of the following imported seeds: Beans, Soy Beans, Turkestan Alfalfa, and Red Clover from southern Europe and Chile.

In the spring of 1918, seed of Red Clover, Crimson Clover, and alfalfa was purchased from the trade and examined to determine the degree to which this labeling agreement was being carried out, with the result that only 10 per cent of the lots purchased were found to be fully labeled in accordance with the agreement. This failure on the part of the seed trade was called to its attention, and the greater number of seedsmen again agreed to label all field seed which they sold. Similar purchases were made in the spring of 1919, and an examination of these indicates that conditions were not far different from those found in the preceding year.

In the seed business both supply and demand are seasonal, with sharp fluctuations in price. There are few, if any, manufactured commodities which vary so much in price during a single year as does clover seed. This trend of the trade has made the seed merchant keen as to probable prices and speculative profits, when his attention should be directed to accumulating stocks of good-quality seed in quantities to meet local demands in time for reasonable use.

The present speculative condition tends to keep the local dealer from buying in advance of actual sales, which results in a rush at the end of the season and a delay in getting the seed to the farmer at the proper planting time. While relatively large

quantities of seed, especially Red, Crimson and Alsike Clover and alfalfa, are frequently imported, such importations have generally not been effective in stabilizing prices but have served rather to furnish unusual profits to the importers.

It is known that Red Clover seed from Italy is generally unsatisfactory for use in the United States as compared with home-grown seed or that from any other foreign country having a surplus for export. However, we do not know the extent to which the unsatisfactory condition of our Red Clover crop in recent years is due to the large importations of southern European seed in 1915 and 1916. This seed is again being imported in large quantities. Enough to seed 800,000 acres, brought into the United States in the last six months, has been distributed throughout our clover-growing area, and for the most part this seed reaches the farmer without information as to its country of origin. This results from the possibility of large speculative profits, and clearly is not in the interest of good agriculture.

Before the seed trade can take its proper place in relation to agriculture, it must be governed less by speculative profits and more by an interest in the quality of the seeds that are bought and sold. The merchant must not withhold information of value to the farmer on the plea that the necessity for quick handling does not permit the necessary tests to be made, but he should give to the farmer full information about the seed he is selling, including the variety, the locality where it is grown, its freedom from mixture with other seeds, its weed seed content, and the proportion of it that may be expected to grow under favorable conditions. Until seedsmen do this they are not meeting the responsibility they owe to the fundamental industry of agriculture, on which their business is wholly dependent.

## SEED SITUATION IN MILWAUKEE

BY C. O. SKINROOD

Wisconsin will have the shortest crop of Red Clover it has had in the last two years, according to the Milwaukee Seed Company, one of the leading seed firms of Milwaukee. Reports given to this house indicate that the conditions for the crop were not as good as expected and that the crop has correspondingly deteriorated. The Milwaukee Seed Company reports further that the Timothy market has declined because of factors outside of the state. There is little dealing up to this time in the new seed. Prices are now quoted from \$7.25 to \$8.50 for good Timothy seed. Preliminary reports to the

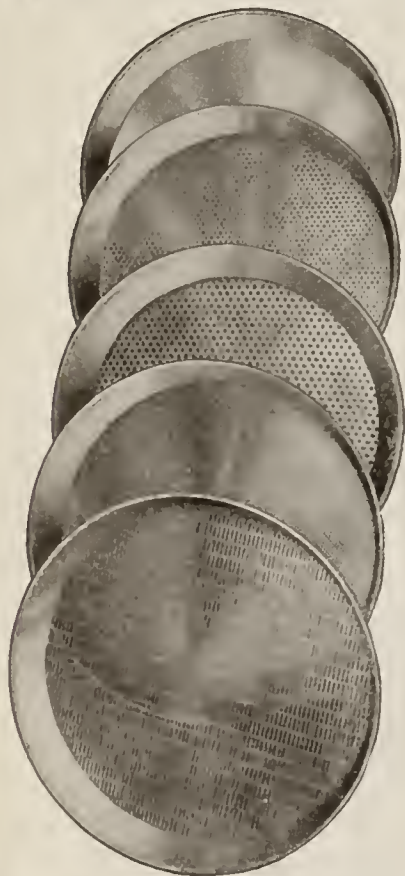
company indicate that there will be a fair crop, but it is believed that high grade seed will be scarce. The latest quotations on Alsike is from 22 to 30 cents per pound.

The market for White Clover is holding steady despite the fact that other seeds have declined, says the same company. There is a good demand for White Clover and the prices are holding firm. White Clover seed of the best quality is scarce, and the demand is good. Prices now quoted are from 42 to 53 cents a pound, says the report.

The market for all kinds of clover seed is weak with the exception of White Clover, which is selling in a firm market, says the Kellogg Seed Company. Just a fair crop of Alsike is reported, but the producers refuse to sell at the present market price, hoping for an advance some time soon. The Kellogg concern also reports that there will be a good sized crop of Timothy and that prices will be on a lower basis. The offerings of Red Clover are just beginning to appear, says the company, and the supply is light. The reports indicate that the yield is not as heavy as in 1919, but that the quality of seed will be good. In general the market for clover seeds is weak with the exception of White, which is very firm. A large crop of the latter is indicated and the demand is also urgent. In general there is a tendency for the trade to hold back because of the declining price scale, the company states.

The Courteen Seed Company also reports that the Red Clover seed crop will not be as good as last year. The trading in the new seed is expected to proceed in volume within a short time. The company finds that the crop of White Clover is likely to be up to the average, while demand is reported to be just fair, judging from present indications. There is a distinct disposition of farmers to hold back on their Alsike, in the belief that the market will go up later in the season. Just a fair crop of Timothy is expected, the Courteen Company says, and the market is rather unsteady. A large demand for the imported Turkestan Alfalfa is reported by this company, which imported a big shipment of the seed some weeks ago. The call for the seed has been active month after month, the company states.

The L. Teweles Seed Company reports the Timothy market is dull and considerably lower. The company believes that the yields will be large and that the demand will be backward, if present conditions are any criterion of the market. Alsike is also being sold slowly, the company says. The crop is expected to be heavy and prices will go



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down, is the outlook for the present. The receipts of Red Clover are small, the company states, while the yield is expected to be large and prices are going down from present prospects.

White Clover market is firm, says the Teweles company, while the demand is only moderate. Prospects are for a good crop.

## TIMOTHY SEED PRODUCTION FOR 1920

A production of Timothy seed of approximately 80 per cent of last year is indicated from reports received by the Bureau of Markets. The decreased production is due both to a smaller acreage and lighter yield per acre, although more of the decrease is chargeable to the smaller acreage. The largest decreases in acreage are to be noted in some of the principal seed-producing sections such as southwest and northeast Iowa, northeast Missouri, and southeast Minnesota, and are shown in the accompanying table.

No sections of the country reported any phenomenal yields, although in some localities the Timothy heads were very long and plump, but, as frequently occurs in such cases, the plants were thin on the ground. In a number of counties where stands of wheat were thin, particularly in northern Ohio, growers believe that they will be able to clean considerable Timothy seed out of the wheat at thrashing time.

Among the factors contributing to the decreased seed acreage are: (1) Thin stands of plants in important seed-producing areas, which made it necessary to harvest more acres for a given amount of hay than last year and normally; (2) a decrease in the total acreage of Timothy hay and seed; (3) high hay prices; and (4) failure of the larger seedsmen to appoint agents and contract for the seed crop in advance of harvest.

The harvesting of the seed crop began July 15 or 20 in southern Iowa and northern Missouri and was completed in those sections during the week of July 26. Harvesting of the crop in southern Minnesota and more northern producing sections did not begin until about July 26 or later. The harvest was a little late because of the backward season. The threshing of some of the early shocked Timothy took place about July 30, but threshing operations in Iowa were not general until the week of Aug. 9.

Although no national seed survey was conducted this year, it is thought that the carryover on July 1 of this year was less than that of a year ago. In *The Market Reporter* for March 13, 1920, the stocks in dealers' hands for January 1, 1920, were esti-

mated to have been 86,400,000 pounds as compared with 103,700,000 pounds on January 1, 1919, and 107,500,000 pounds on January 31, 1918. Furthermore retail sales during the past season were found to be somewhat larger than those of a year ago.

Exports of Timothy seed during the fiscal year ending June 30, 1920, were larger than for the past five years, being 15,304,646 pounds as compared with 11,673,029, 8,520,373, 15,139,913, and 13,610,257, for the fiscal years ending June 30, 1919, 1918, 1917, and 1916, respectively. Taking into consideration the smaller stocks of Timothy seed on January 1, 1920, the increased retail sales, and larger exports it would seem that the carryover on July 1, 1920, was less than on July 1, 1919, when it was 56,822,806 pounds compared with 80,744,706 on July 1, 1918, and 68,586,907 on July 1, 1917.

A seed warehouse at Topeka, Kan., has been purchased by D. O. Coe. He will conduct from there a wholesale seed and feed business.

Mr. Sturman has resigned from the Sturman & Gamble Company of Dahlgren, Ill. The company will hereafter be known as the Gamble Seed & Feed Company.

The Riebs Company recently was incorporated at Milwaukee, Wis., capitalized at \$200,000. The firm, which is composed of J. M. Riebs, Jr., Arthur J. Riebs, F. C. Schowalter, will conduct a seed business.

## Grain and Seeds

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Wholesale Seed Merchants

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Our location in Kansas City, well located as a distributing seed center, and a large clientele secured through many years of seed trade experience, should indicate that we are in a position to serve you, whether you are buying or selling.

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In addition to field seeds, we make a specialty of kaffir corn, milo maize and seed screenings, all kinds, suitable for poultry and ground stock feeds.

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MINNESOTA

# SEED

We buy and  
sell all varieties  
of grass and  
field seeds

The Albert Dickinson Co.  
MINNEAPOLIS CHICAGO



## For Sale

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

### ELEVATORS AND MILLS

#### ELEVATOR FOR SALE AT PAOLA, KAN.

Capacity about 10,000 bushels. Gas engine. Good repair. FOWLER COMMISSION COMPANY, Kansas City, Mo.

#### FOR SALE

Well equipped 100-barrel mill in Rocky Mountain territory, with advantage of natural gas for fuel. Present owners retiring account poor health and other interests. BIG HORN MILLING CO., Basis, Wyoming.

#### INDIANA ELEVATOR FOR SALE

Capacity 40,000 bushels. Steam power. All in good repair. No competition. In fine wheat, oats and corn country; on Pennsylvania Railroad. Good feed trade. ROSS & RICHARDS, R. F. D. 3, Ridgeville, Ind.

#### FOR SALE

An 8,000 to 10,000-bushel elevator, two warehouses, hay barn and coal bins. Located in town of 3,000 people. Best town between St. Joseph and Denver; paved streets. Five railroads. Good retail business. Address inquiries to BOX 638, Superior, Neb.

### MACHINERY

#### WANTED

A 15-horsepower General Electric, 3 phase, 60 cycle, 220 volt motor. WM. BONSLITT, Woodstock, Ill.

#### ENGINE FOR SALE

A 15-horsepower Bessemer Gas Engine, good as new. Selling on account of installing motors. LEXINGTON ELEVATOR & MILL CO., Lexington, Ohio.

#### FOR SALE

Two new 109-D Dustless Clipper Cleaners with traveling brushes and air controllers. Cleaners have never been in use. Write for prices. THE M. G. MADSON SEED COMPANY, Manitowoc, Wis.

#### FOR SALE—BARGAIN

One 100-horsepower Muncie Oil Engine. Used only three months; first-class condition. Dismantling mill account of condition of zinc market. Write or wire for full particulars. C. J. METTLER, care Deister Concentrator Co., Fort Wayne, Ind.

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One 9x30 two-pair-high Strong-Scott Feed Mill, rolls caliper  $8\frac{3}{4}$  or better, arranged for handling one or two streams; rolls sharp from corrugating shop. Our price \$525. Immediate shipment. MILLS MACHINERY EXCHANGE, 70 Chamber of Commerce, Minneapolis, Minn.

#### FOR SALE

One No. 165 Eureka Counterbalanced Twin Shoe Elevator Separator.

One No. 11 Monitor Oat Clipper.

Above machines in good condition and can be shipped promptly. E. M., Box 9, care "American Elevator and Grain Trade," Chicago, Ill.

#### OIL ENGINE FOR SALE

60-horsepower Fairbanks-Morse.  
50-horsepower Otto.  
25-horsepower Fairbanks-Morse.  
50 other sizes.

A. H. McDONALD, 550 W. Monroe St., Chicago, Ill.

### BAGS

#### FOR SALE—BURLAP BAGS OF EVERY KIND

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Wanted: Second-hand bags; best prices paid. WILLIAM ROSS & CO., 409 N. Peoria St., Chicago, Ill.

## Miscellaneous Notices

[Copy for notices under this head should reach us by the 12th of the month to insure insertion in the issue for that month.]

#### MILLER WANTED

With few thousand dollars to take some milling stock and run a short system mill. Must have best of reference. UNION GRAIN AND MILL COMPANY, Jonesboro, Ill.

#### FLOUR AND MILL FEEDS

Mixed cars of flour and mill feeds in 100-pound sacks are our specialties. Would like to send you a trial order to convince you of the superiority of our products. ANSTED & BURK CO., Springfield, Ohio.

#### MILLER WANTED AT ONCE

To run 100-barrel soft wheat mill, also corn mill. Will consider selling one-third interest. KANSAS, Box 8, care "American Elevator and Grain Trade," Chicago, Ill.

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Underwood, Model 5, perfect working order, \$65; Royal perfect working order, \$60; nine-column visible adding machine, cost new \$375, will take \$100. Liberty Bonds accepted at par. MEIER SEED COMPANY, Russell, Kan., and Kansas City, Mo.

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Minneapolis, Minn.

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#### FOR SALE

Corn hangers; 5,000 Knox Corn Driers at 5c each. LEONARD SEED COMPANY, 226 West Kinzie St., Chicago, Ill.

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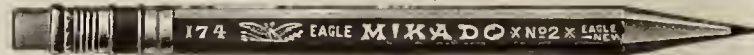
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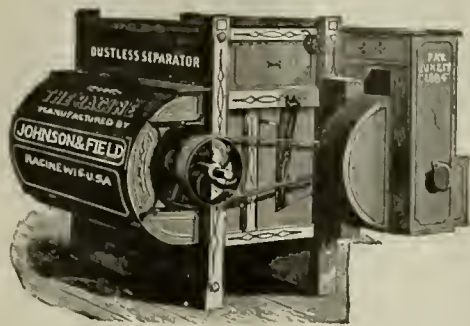
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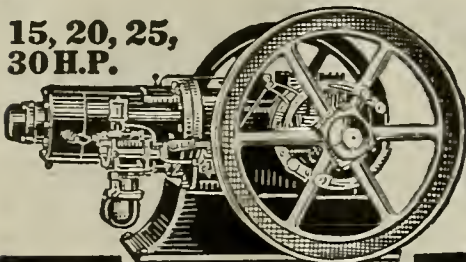
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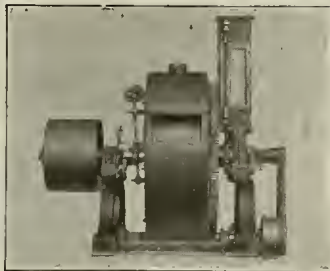
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Merchants Hay & Grain Co., grain and hay.\*†  
Steinhart Grain Co., grain commission.\*  
Urmston Grain Co., grain commission.\*†  
Witt, Frank A., grain commission and brokerage.\*

### KANSAS CITY, MO.

Davis Grain Co., A. C. grain commission.\*  
Larabee Flour Mills Corp., millers of "Larabee Best."\*  
Moore-Lawless Grain Co., grain receivers.\*  
Moore-Seaver Grain Co., corn and oats.\*  
Peppard Seed Co., J. G., alfalfa seed, millet.\*  
Thresher Fuller Grain Co., commission.\*  
Watkins Grain Co., consignments.\*  
Western Grain Co., shippers grain and feed.\*

### LANCASTER, PA.

Eby & Sons, Jonas F., receivers and shippers.\*†

### LIMA, OHIO.

Hurley Buchholtz Co., wholesale grain, hay, straw.\*†

### LOUISVILLE, KY.

Edinger & Co., grain, hay, feed.\*†  
Farmer & Sons, Oscar, grain, hay, feed.\*†

### LITTLE ROCK, ARK.

Wilson Co., Jno. R., corn, oats, mill feeds.\*

### LYNCHBURG, VA.

Moon-Taylor Co., grain, feed and hay brokers.\*†

### MACON, GA.

McRae, Duncan L., flour, grain, provisions.\*

### MEMPHIS, TENN.

Browne, Walter M., grain, hay, mill feed.\*  
Jones, Lee D., grain dealers.\*  
U. S. Feed Co., receivers and shippers.\*†

### MIDDLEPOINT, OHIO

Pollock Grain Co., wholesale grain, hay.\*

### MILWAUKEE, WIS.

Bacon Co., E. P., grain commission.\*  
Courteen Seed Co., seeds.\*  
Donahue-Stratton Co., buyers and shippers.\*  
Flanley Grain Co., grain.\*  
Franke-La Budde Grain Co., receivers and shippers.\*  
Kamm Co., P. C., grain merchants.\*  
Kellogg Seed Co., seeds.\*  
Mohr-Holstein Commission Co., grain com.\*  
Taylor & Bournique Co., corn, oats, barley.\*

### MINNEAPOLIS, MINN.

Cereal Grading Co., grain merchants.\*  
Godfrey Grain Co., grain commission.\*  
McCaull-Dinsmore Co., com. merchants.\*  
Quinn, Shepherdson Co., grain merchants.\*  
Scroggins Grain Co., The, wheat shippers.\*

### MONTGOMERY, ALA.

Alabama Black Belt Co., grain brokers and dealers  
Alabama products.\*  
Smith Brokerage Co., grain, mixed feeds, flour, hay, mill feeds.\*

### MOBILE, ALA.

Hopper & Co., H. M., grain, millfeeds, hay brokers.\*

### NEW YORK, N. Y.

Barry, J. A., salvage grain.\*  
Brainard Commission Co., oats, barley.\*  
Forbell & Co., L. W., com. merchants.\*  
Nungesser-Dickinson Seed Co., seeds.\*  
Power & Co., W. D., hay, straw, produce.\*†  
Radwaner Seed Co., I. L., seeds.\*

### NORFOLK, VA.

Moon-Taylor Co., grain, feed and hay brokers.\*†

### OMAHA, NEB.

Maney Grain Co., receivers and shippers.\*

### PEORIA, ILL.

Bowman & Co., Geo. L., grain commission.\*  
Cole Grain Co., Geo. W., grain receivers.\*  
Conover Grain Co., E. B., receivers, shippers.\*  
Dewey & Sons, W. W., grain commission.\*  
Luke Grain Co., grain commission.\*  
Miles, P. B. & C. C., grain commission.\*†  
Mueller Grain Co., receivers and shippers.\*  
Turner-Hudnut Co., grain commission.\*  
Warren Commission Co., consignments.\*

### PHILADELPHIA, PA.

Delp Grain Co., E. E., grain commission.\*  
Lemont & Son, E. K., wheat, corn, oats, feed.\*†  
Miller & Sons, L. F., receivers and shippers.\*†  
Richardson Bros., grain, flour, mill feeds.\*  
Rogers & Co., E. L., receivers and shippers.\*†  
Young & Co., S. H., grain, flour and feeds.\*

### PITTSBURGH, PA.

Foster Co., C. A., wholesale grain, hay.\*†  
Harper Grain Co., grain commission.\*  
Heck & Co., W. F., grain, hay, mill feeds.\*†  
Herb Bros. & Martin, grain and hay.\*†  
McCague, R. S., grain and hay.\*†  
Rogers & Co., Geo. E., receivers & shippers.\*†

### RICHMOND, VA.

Beveridge & Co., S. T., grain, hay, feed.\*†  
Moon-Taylor Co., grain, feed and hay brokers.\*†  
Southern Brokerage Co., hay, grain, feed.\*

### SIOUX CITY, IOWA

Acme Hay and Mill-Feed Co., mill feeds, tankage.\*†

### ST. LOUIS, MO.

Elmore-Schultz Grain Co., receivers, shippers.\*†  
Goffe & Carkener Co., grain, hay, seeds.\*†  
Graham & Martin Grain Co., rec. exclusively.\*†  
Langenberg Bros. Grain Co., grain com.\*†  
Marshall Hall Grain Co., receivers, shippers and exporters.\*

Mullally Hay & Grain Co.\*†  
Nanson Commission Co., receivers, shippers.\*†  
Picker & Beardsley Com. Co., grain, hay.\*†  
Powell & O'Rourke Grain Co., receivers, shippers, exporters.\*

Prunty, Chas. E., grain and seeds.\*  
Schisler Seed Co., A. W., field and garden seeds.\*  
Schultz & Niemeier Com. Co., receivers and shippers.\*  
Seele Bros. Grain Co., commission.\*  
Toberman, Mackey & Co., grain, hay, seeds.\*†  
Turner Grain Co., grain commission.\*

### SIDNEY, OHIO.

Custenborder & Co., E. T., buyers and shippers of grain in car lots.\*  
Wells Co., J. E., wholesale grain, seed.\*

### SPRINGFIELD, ILL.

Lloyd & Co., John H., grain merchants.\*

### TIFFIN, OHIO.

Sneath-Cunningham Co., grain and seeds.\*

### TOLEDO, OHIO.

De Vore & Co., H. W., grain, seeds.\*  
King & Co., C. A., grain and seeds.\*†  
Raddatz & Co., H. D., grain, seeds.\*  
Rice Grain Co., receivers and shippers.\*  
Southworth & Co., grain and seeds.\*†  
Wickenhiser & Co., John, grain dealers.\*  
Zahm & Co., J. F., grain and seeds.\*†

### TOPEKA, KAN.

Derby Grain Co., wheat, oats, corn.\*  
Golden Belt Grain & Elevator Co., grain.\*

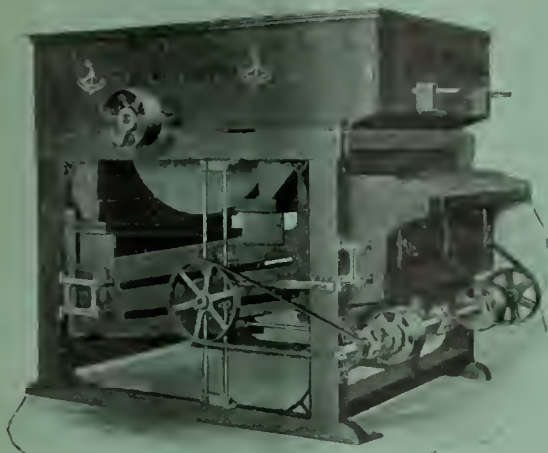
### WINCHESTER, IND.

Goodrich Bros., wholesale grain, seeds, hay.\*†

\*Members Grain Dealers' National Association.

†Members National Hay Association.





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Rapid, accurate, and economic handling of grain requires a positively dependable Elevator-Receiving Separator.

If you want to make a better separation—get only good, sound grains and no waste for buyer or seller.

We will be glad to send you Bulletin 77-M. It tells you how it can be profitably done.

## \$177.60 MADE ON EVERY CAR OF SMUTTY WHEAT YOU CAN BUY

If you can buy a car of dirty, smutty wheat each week, wash it on a Wolf-Dawson Wheat Washer and Drier, and grind it with other wheat, you can retain your high grade of flour and make \$177.60 additional profits.

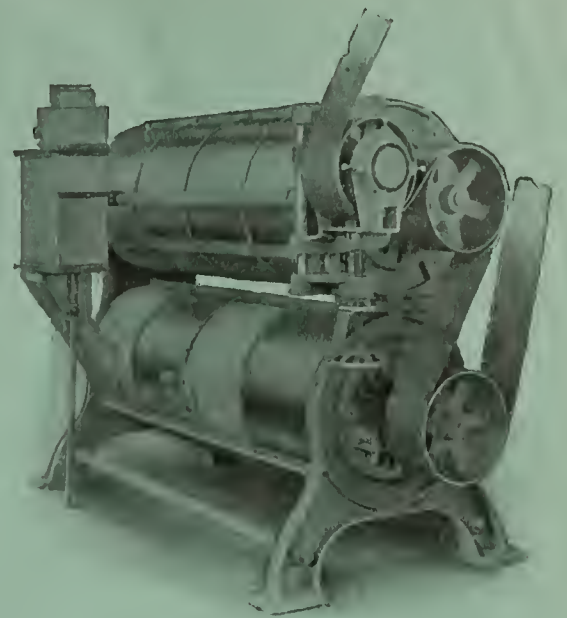
Dockage, 122 bu. @ 15c. . . . \$180.00  
Cost of operating, per hour 20c  
Cost of washing 1,200 bu. . . . 2.40

Profits per car. . . . \$177.60

Your washer handles 100 bushels per hour and runs but 12 hours per week. Buy more than one car per week, you multiply your profits. Buy just one car per week, you pay for a No. 936 Wolf-Dawson Wheat Washer in just eight weeks.

In addition to big profits, this washer will help you to improve the color, richen the flour by removing much ash, and make a much more sanitary product.

**THE WOLF COMPANY**  
Chambersburg, Pa., U. S. A.



## Washing Wheat in the Elevator

It will be worth your strict attention to increase your profits. But why not learn how a small wheat washer will fit into your elevator and handle all the dirty, smutty wheat?

The Wolf-Dawson Wheat Washer and Drier quickly washes, dries, and spouts the wheat back into the car—ready for market and graded No. 1 or No. 2.

If you are interested in making bigger profits then get Bulletin 94-M.

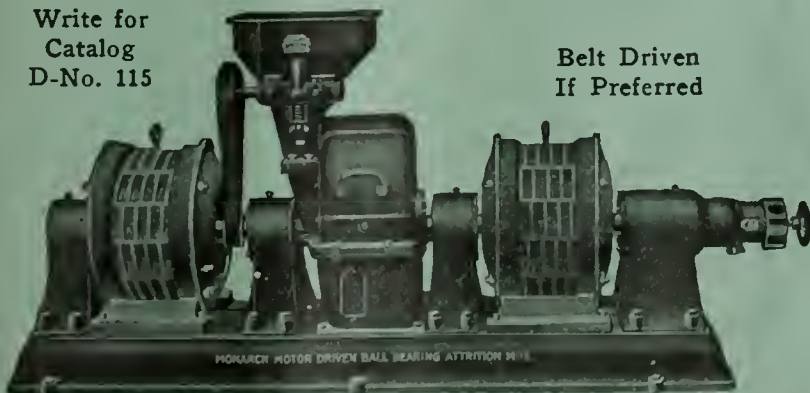
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Are the little daily losses in time and lubricant; the repair stops and expenses; the trouble caused by uneven grinding and the maintenance bills of a babbitt bearing, out-of-date feed grinder.

We ask, as a plain business proposition, which would pay you better, to ignore these losses, which, in the aggregate, soon amount to a substantial sum of real money, or to protect yourself permanently from such loss by investing in

## The Monarch Ball Bearing Attrition Mill

Write for  
Catalog  
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Belt Driven  
If Preferred

The Monarch is never careless, heedless or inattentive to business. Ball bearings practically eliminate friction, institute perfect and permanent tram, chase away power and lubricant losses, and inaugurate and continually safeguard uniform grinding.

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OF CHICAGO

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Surplus and Profits - 10,000,000.00

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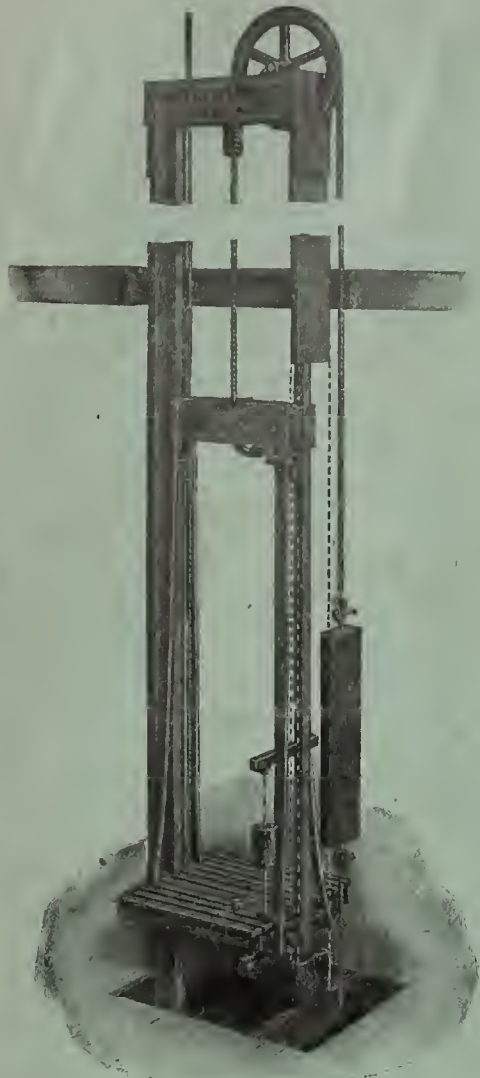
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Operates without Power  
Equalizing Weights.

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**Standard and Specially  
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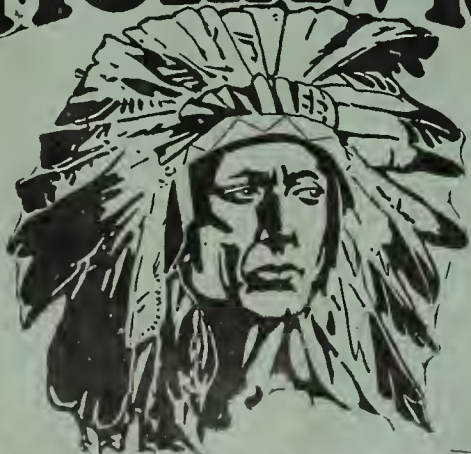
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Truck enables one man to remove more coal or grain from a box car  
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